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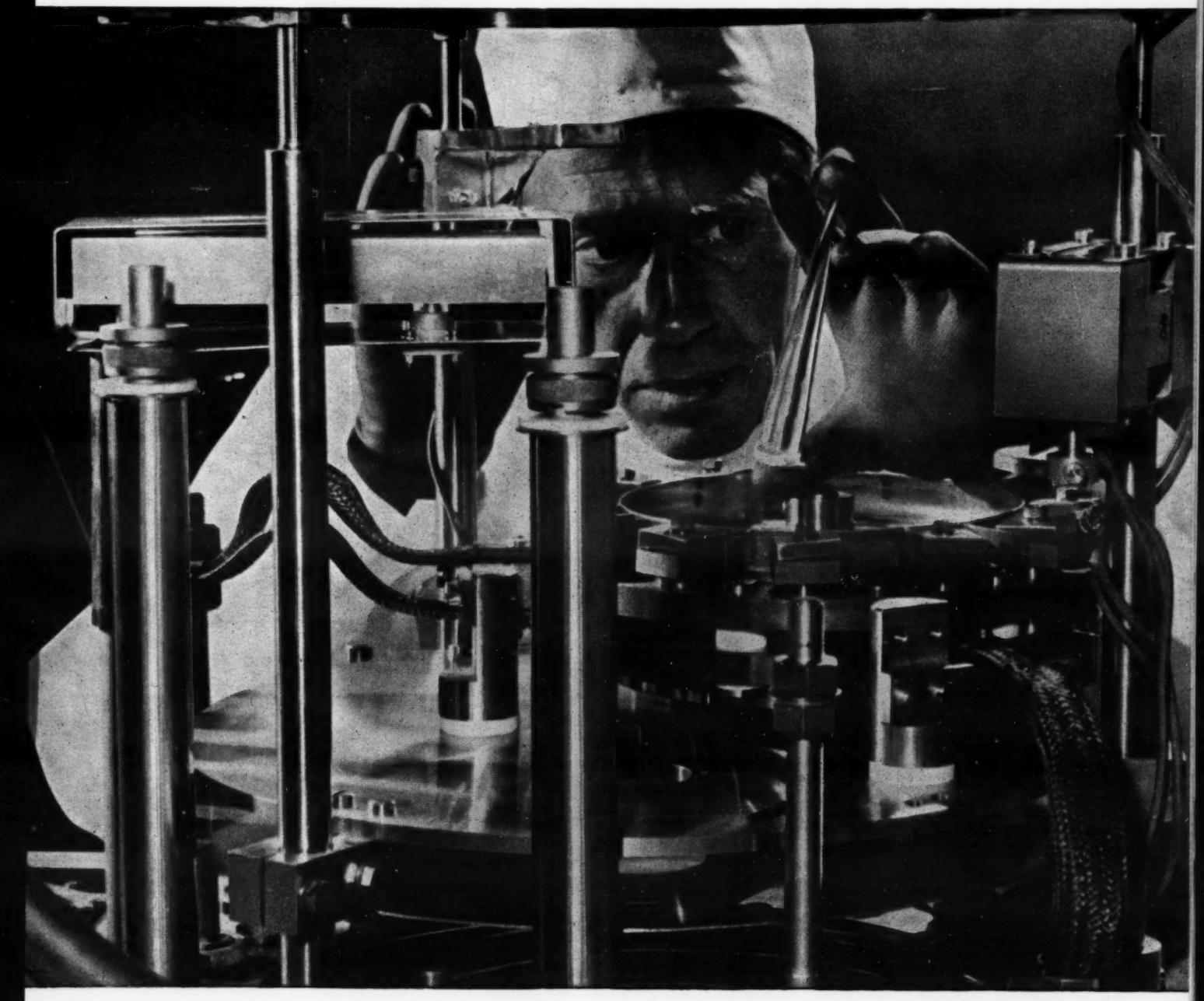

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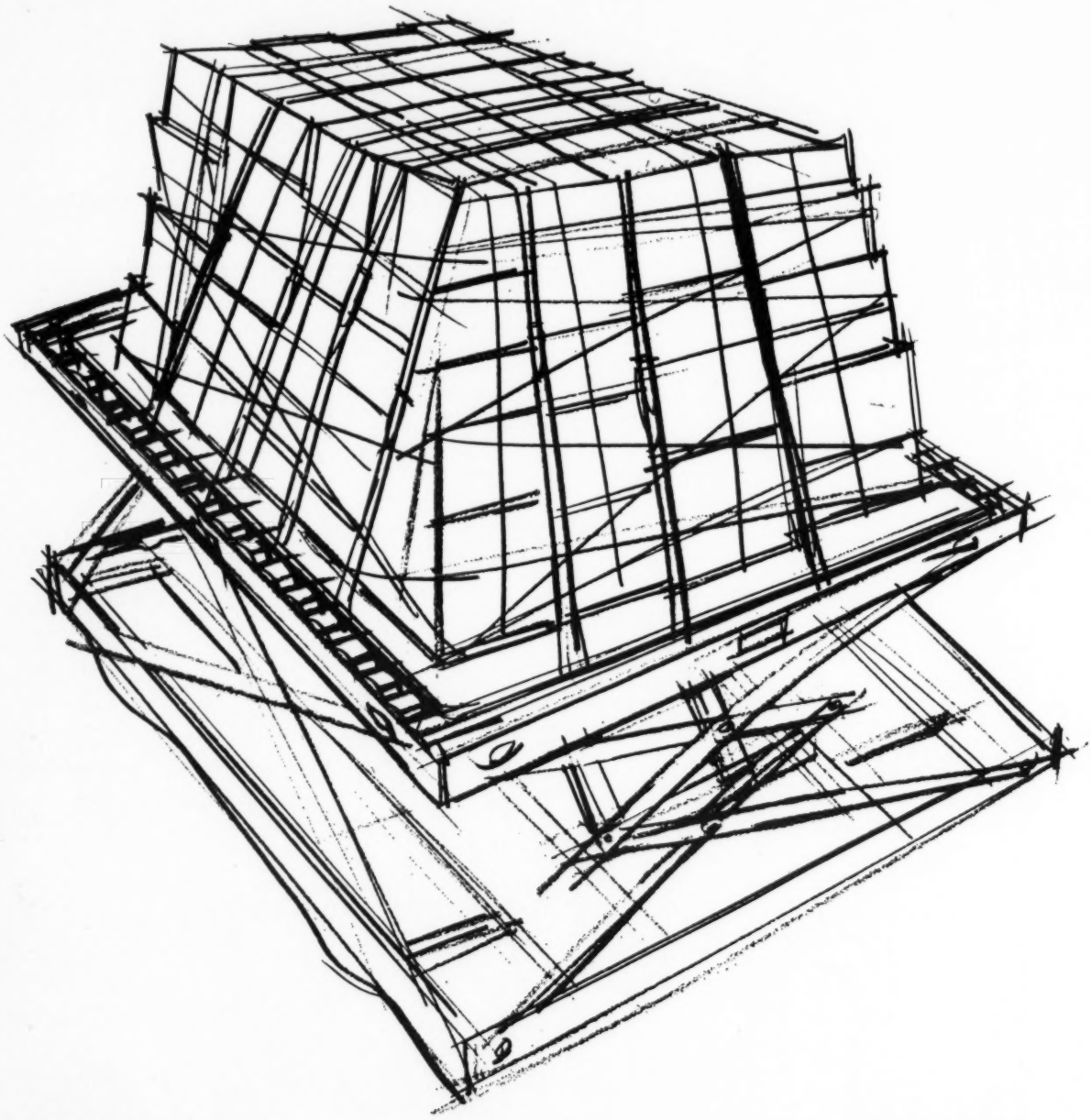

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Front cover photograph

Production of Thin Film components by Marconi Instruments, St. Albans, for use in advanced measuring instruments actively exported to Germany and many other countries. A further article in the series 'Market Germany' appears on page 667.

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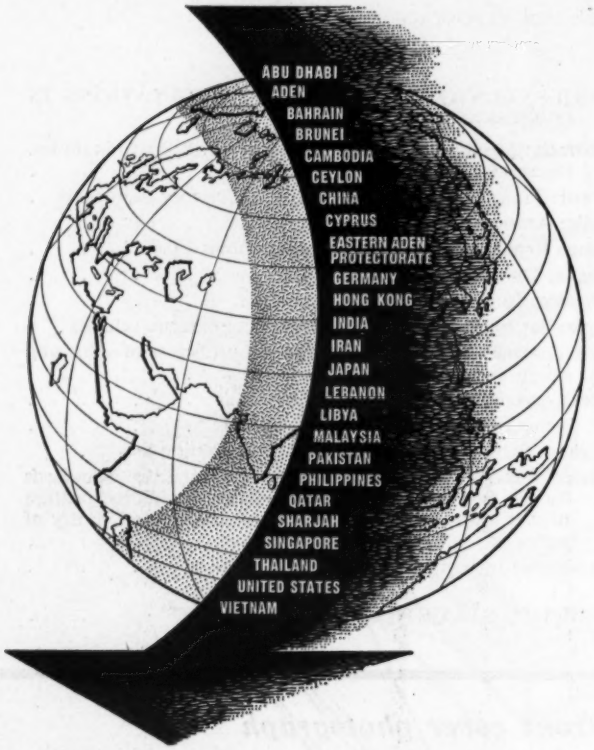

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MARKET GERMANY – 3

The role of the Export Council for Europe

By E. J. W. Hellmuth, Member of the Export Council for Europe with special responsibility for the German market

This is the third in a series of articles about Western Germany in anticipation of the special export promotion exercise 'Market Germany' which begins on September 30. During the exercise six British Commercial Officers from posts in Western Germany will interview over 700 British firms with the object of increasing our exports to this valuable market.

NO WORLD MARKETS are more important to Britain at the present time than those of Western Europe, collectively the world's richest trading area. Of them all, that of Western Germany is paramount – our biggest Continental customer. And it is still wide open, since Germany's own dramatic post-war export expansion has necessarily led to shortages in supply for the home market which still continue.

In all its activities since its formation in November 1960, the Export Council for Europe has concentrated a great deal of its effort on the task of drawing the great opportunities of the German market to the attention of British manufacturers. In doing so it has worked in close and continuous co-operation with its sponsoring organization in industry, commerce and finance, and with HM Government, both with the Board of Trade and, where appropriate, the Commercial Departments and Sections of Embassies and Consular posts.

In carrying out this task, the Export Council has borne constantly in mind the need for co-operation at all levels with existing organizations and instruments able to assist the national export effort. The staging of the present exercise 'Market Germany' follows naturally in sequence.

I think it should be mentioned here, lest misconceptions arise, that following the last five and a half years' effort by the Council, by Government and, most vital of all, by industry itself, far more is being sold to the West German market today than even a few years ago. Britain's direct exports to Germany in 1961 were a little over £170 million. In 1962, they were around £200 million. In 1965 exports were £255 million and reached £130 million for the first six months of 1966.

Nevertheless, during this period, no substantial change has occurred in the proportion of West German imports supplied from the United Kingdom. Part of the answer no doubt lies in the fact that as German living standards have risen, more has been spent (at least on consumer goods) by the now numerous and affluent middle class; part in the progressive application of the terms of the Treaty of Rome and the consequent growth of Common Market inter-state trade supported by a levelling of tariffs; but part – and this is the part with which we are concerned today as an exporting nation – in the fact that the positive selling effort made by British firms, excellent as it is, could be improved considerably.

The present exercise 'Market Germany', has arisen from a systematic, on the spot, investigation of opportunities for those products for which there is present demand and a future potential. All but two of the categories selected for attention are consumer goods. It should not be forgotten, however, that three-quarters of Britain's exports consist of capital goods (if motor vehicles are excluded) and that there is still much that we could do to increase our share of Germany's need for heavy industrial products.

Members of a party of some 30 members of the Osnabruck Retailers' Association visited Britain recently. Here Mr. and Mrs. Josef Wenner and Mr. Josef Stuhrenberg admire furnishing material at Selfridges, the London department store. While they were in London the party's programme was arranged by the Export Council for Europe.

The Export Council for Europe, in tackling both aspects of this question, has done more active work up to the present on the consumer goods side, and this for two good reasons. First, because heavy industry producers are to a certain extent well able to handle their export problems themselves and secondly because mass consumer goods involve a greater number of smaller firms, not each of which is able to mount a powerful export campaign unaided.

In recognition of this, the Export Council for Europe chose Düsseldorf, the commercial centre of one of the largest of West Germany's thriving post-war economic regions, to stage the first of its now widely-known series of British Weeks, all of which have been organized in close co-operation with the Board of Trade.

From this point-of-sale retail promotion of consumer goods in the shops and stores – and indeed any other retail outlets at which products can actually be bought, wrapped up and taken away – a useful assessment was made of the potential for these

THE ROLE OF THE ECE, *continued*

goods in Germany and of the value of this type of promotion. Action was at once taken in the shape of further British Weeks (in Copenhagen, Amsterdam, Milan, and, to come this October, Lyons). On the former aspect emphasis on the actual types of goods sold and in demand is clearly indicated in the items chosen for 'Market Germany'. Apart from two commodity groups (laboratory and scientific instruments, equipment and glassware; and packaging machinery) all are products which were actually on sale during the British Week.

That British Weeks pay off is not now in doubt. Results obtained from Weeks held elsewhere after Düsseldorf show that: British consumer goods sales to Denmark went up by £2.8 million between 1963 and 1964 (the year of the British Week) and increased by a further £1.2 million in 1965 (thus showing the benefit of follow-up action); in the Netherlands they rose by £3.6 million in 1965 over 1964 (an increase of 23 per cent). Recent figures for Italy show a 22 per cent rise for the same kinds of products in the second half of 1965 compared with the same period a year before.

The Export Council for Europe, therefore, is well placed to assist manufacturers of consumer goods to take advantage of 'Market Germany'. In one other category a recent development of the Council's activities has made an encouraging start. In the late summer of last year it set up a Components Group to study the problem of the export of engineering components to Europe and for this West Germany was selected as the first priority target. A detailed survey of imports of engineering components into Europe during the years 1962, 1963 and 1964 was carried out, showing the United Kingdom share of the market in each case.

As a result of this survey the Council established a European Components Service (in April this year), as a pilot scheme to seek openings for components and direct these to suppliers in Britain. In the past three months, the Service's Marketing Executive, Mr. J. N. Drummond, has visited some 80 firms in and around Munich, Stuttgart, Frankfurt, the Ruhr and Berlin and inquiries arising from this have been placed with British firms by the Supplies Executive in London, Captain Nicholas Kempson. A number of quotations have followed, with the initiation of direct correspondence between British and German firms and there is expectation of orders.

As a further help to component manufacturers, whether already exporting or contemplating doing so, the Components Group produced and distributed a 300-page Market Guide containing comprehensive information on trade patterns and trade structure, together with details on opportunities in 14 European countries, including West Germany, for electric, rubber and plastic components, control valves, pumps, gears, fasteners and scientific instruments. A new edition of the Guide is in preparation.

'Big Ben' in Dusseldorf during the British Week there in 1964.

Consideration is also being given to the issue at this time of a revised edition of a 50-page booklet, *Trading Opportunities in West Germany*, first produced by the Export Council in 1961 in which the chief opportunities for a wide range of goods needed within the German economy were set out, together with tables of actual export figures broken into industrial categories.

The Council's approach to the opportunities in the German market, illustrated by the Düsseldorf Week and the Components Service, has been carried out in conjunction with inward trade missions, organized in the first instance by the Export Council for Europe and now handled by the British National Export Council within which ECE is now integrated.

GERMAN FOR THE BUSINESSMAN

Coinciding with the Board of Trade's drive to increase exports to Western Germany, we are running a series of intensive German courses specially for businessmen. The courses are residential and are held in the quiet and comfort of a Cotswold country house hotel. Bookings are now being accepted for the two-week course starting on 24th October.

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Eight such missions organized in the context of the British Week in Düsseldorf were concerned wholly with consumer goods. More recently a wider approach has included arrangements for visits to this country by German representatives of concerns using automation equipment, electronic valves and semi-conductors and hardware, including garden tools.

In its co-operation for 'Market Germany' the Council has been able to assist the Board of Trade and the Commercial Department of the British Embassy in Bonn in the task of ensuring contact between the visiting marketing and commercial officers from Germany and the appropriate British firms whom it is the concern of the exercise to interest and inform.

For this it has had the advantage of earlier experience, in particular in the organization of the Council's National Convention for industry held at Eastbourne in November-December 1961 and the series of one-day Regional Conferences it was able to stage during the following year in the main manufacturing areas in England, Wales, Scotland and Northern Ireland.

At all these gatherings manufacturers were given facilities for direct discussion with visiting British commercial counsellors, together with senior spokesmen for industries in the countries concerned.

'Market Germany' which follows the pattern set by 'Amextour', 'Australex' and 'Canextour' presents a valuable opportunity for industry to study in depth the extent of the opportunities, both actual and potential, with special emphasis on the products for which there is greatest present or forseeable demand.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

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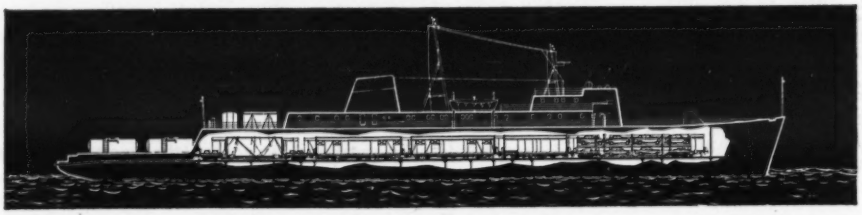

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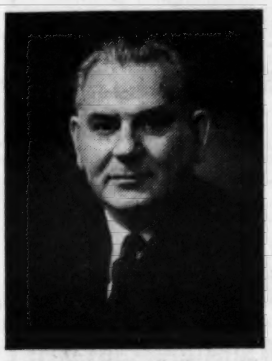
Quality and Reliability Year October 1966/October 1967

By Lord Cooper of Stockton Heath, Chairman of the British Productivity Council, General Secretary and Treasurer of the National Union of General and Municipal Workers.



WHEN, on the morning of October 20, some 3,000 representatives of all sectors of the economy attend the Royal Festival Hall, London, they will hear solid reasons for the Quality and Reliability (QR) Year which opens officially on that day.

In brief, it will be a year-long campaign to make more widely-known and to encourage the widest possible use of *proven* methods to reduce production costs while maintaining, or often improving, the quality and reliability of the product.

Let me say, at once, that these QR methods are being constantly applied and improved – and have been for a long time – by many British firms. QR is not a discovery of today or yesterday and QR Year has not just emerged as a palliative to present economic ills.

One of the vitally important lessons of National Productivity Year (1962-63) was the need for the wider application of QR methods throughout the economy – in services as well as manufacturing and agriculture.

Sir Bertram Waring, chairman and managing director of Joseph Lucas (Industries) Ltd., put it in a nutshell when, at the final NPY conference at Eastbourne, he said: 'Without QR all else fails.' There was then, and is now, convincing evidence of the truth of this.

The task of the British Productivity Council is to make known and, when appropriate, to demonstrate in divers ways, the potential benefits to all of us of the various modern management techniques which will increase productivity – and profitability. QR stands paramount among these.

Prosper and expand

Further investigation by the British Productivity Council and the National Council for Quality and Reliability (set up in 1961 by the British Productivity Council) confirmed the necessity for a campaign to propagate the methods which were enabling many British firms not only to prosper and expand but, frequently, to lead the world in their own fields. So we come to QR Year, organized by the British Productivity Council in association with the National Council for Quality and Reliability.

I have mentioned profitability. It is the hope of reward – whether material or in satisfaction – which inspires effort. In more down-to-earth terms, most of us work to live, firms and employees alike. The managing director, no less than the man on the shopfloor, looks for adequate reward for his responsibilities and efforts. But this reward depends on results. The firm which is not producing a satisfactory return on the capital employed will soon be put out of business. The profits will not be there to finance essential progress in step with technological advances. Competitiveness will wither and with it the job security of everybody in the firm.

These are simple, well-known facts of life but it is worthwhile to remind ourselves of them; they apply nationally as well as individually.

But it is not a gloomy picture of British industry which I would wish to draw. The great, hopeful fact is that a large part of British industry is efficient and is constantly striving, in all the ways open to it, to keep at least one jump ahead in the international race for trade.

Exports

We do very well indeed. Per head of the working population, Britain's export performance is one of the best in the world; something like 25 per cent of our production goes abroad, for example.

The £ sterling has been, and will continue to be, much in the news; for one thing, it is still the world's trading currency. The reasons for foreign interest in it are too well-known to *Journal* readers to need to detail them here except, perhaps, to underline that the integrity of the £ – I mean its value in relation to the hard currencies in particular – is the badge of foreign confidence in our abilities.

That integrity is demonstrated in the goods we produce and can sell abroad.

How high is that integrity? How good are our products, technically and in workmanship? The answers are 'Very high and very good, in general.' If they were not, we should not be exporting at the rate we do in fierce competition with other industrial nations.

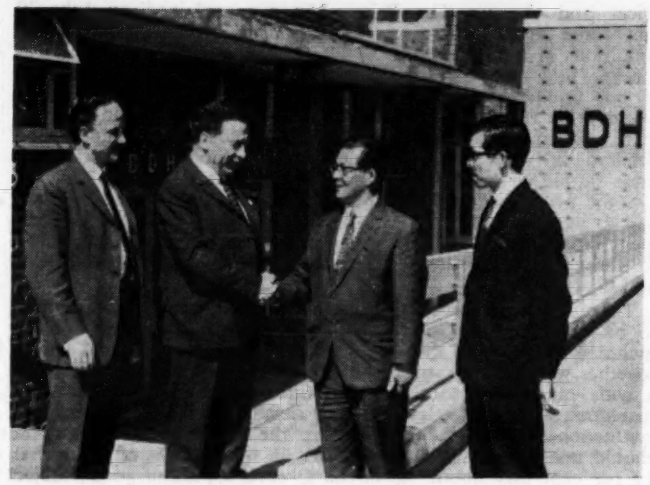
We know *who* produces the goods, so now we come to *how* they are produced. This is where the picture is not as uniformly bright as it should, and can, be. Production costs, for example. These should be the constant concern not only of every member of management but also of every employee.

Production costs

We do not need to be managers to realize the various pressures on production costs. But what is not realized sufficiently widely is the often dramatic effects which QR methods, properly applied, can achieve in offsetting rising costs which cannot otherwise be contained, let alone reduced. Such costs as those for imported materials, for instance. What percentage of these, bought with hard-won foreign currency, gets no further than the scrap bin?

Any increase in production costs is likely to bring higher prices to the customer. The contribution which QR can make to avert price rises and even to reduce them is demonstrated by the results of a wide survey made by NCQR. This shows that the average manufacturing firm spends about 10 per cent of gross turnover on inspection, scrap and rework. This 10 per cent could, it has been estimated, be reduced to between 8½ per cent and 5 per cent by the application of modern QR systems. If manufacturing industry as a whole achieved a saving of only 1½ per cent (down to 8½ per cent) that saving would represent some £150 million a year. Think, then, of what savings of this order would mean to the individual firm and, collectively, to the nation.

QR is one of the most effective contributors to increased productivity. Here, it might be useful to correct a still common assumption that productivity is a synonym for production. Productivity is the ratio of input to output, i.e. efficient production; it entails not harder work but more efficient use of manpower, machines, materials and money. And of the several ways open to



Dr. G. D. Muir, development manager, BDH Laboratory Chemicals Division, seen greeting Dr. Kiyoshi Takiura, Professor of Analytical Chemistry, Faculty of Pharmaceutical Sciences, the University of Osaka, who visited the Division's Poole plant. At the end of the visit, Dr. Takiura commented that he was impressed with its size, complexity and the rigorous standards of the quality control. Also pictured are Mr. Ralph Gibbs of the BDH Laboratory Chemicals Export Department (left) and Mr. S. Kobayashi, Dodwell & Co., BDH's agents in Japan.

management to achieve this, QR is, as has been indicated, one of the most important; certainly this is so in present circumstances.

The popular – and erroneous – conception of quality is one of expensive quality; reliability is too often taken to mean lasting for ever with a minimum of maintenance, or none. The true concept of QR is 'Make it Right First Time and make it Right for the Job.' That can be interpreted as Value for Money.

Design

QR starts with design and continues through all stages of manufacture, ensuring that the finished product is not only according to specification but that the specification was right in the first place. To work to unnecessarily narrow limits or to use expensive materials when there is a cheaper substitute adequate for the job is the negation of quality; the customer is being made to pay for a product which is better and costlier than he needs. Which is no way to gain customers and influence trade! Of course, the mechanics of deciding on a specification which is right for the job will vary with each job. Full consideration, at the design stage, of what the product is meant to do and for how long is, therefore, the prime principle of QR. It is the first step to cost reduction, to increased competitiveness and to those very necessary profits.

Moreover, the best QR methods have been shown to be neither costly nor complicated. It has been established that QR costs, on average, fall into three sections:

65 per cent failure cost (producing unsaleable products, scrap, rework, etc.);

30 per cent appraisal cost (inspection and testing);

5 per cent prevention (investigating causes of scrap and failure to conform to specification, introducing more effective acceptance schemes for bought-in materials and parts).

I would repeat that potential savings, available to almost any firm, range from 1.5 per cent to 5 per cent of gross turnover. By concentrating on prevention, the appraisal and failure-costs can be cut impressively.

This approach reduces spoilt work and inspection; it appeals to the worker because it lessens wasted effort and increases job satisfaction.

The vast majority of British workers *do* get satisfaction from doing a good job; they *do* take pride in the reputation of the goods they produce; they *are*, very obviously, much concerned with the firm's prosperity. You cannot, however, place on the worker responsibility for an unsatisfactory product if the job specification is not what it should be. Incidentally, job satisfaction is not a sentiment confined to the highly-skilled worker; it applies, too, to assembly line groups who can take pride in joint achievement and to the cleaner or floor sweeper whose efficient work contributes to an atmosphere and conditions congenial to efficiency.

Attitude of mind plays a major part in the successful application of QR; it must be the concern of *everybody*, from the chairman of the board to the newest recruit. 'The development of QR systems should be motivated by enlightened self-interest' says a publication 'How to Organize QR Campaigns' (BPC, 10s. 6d.). It adds: 'Properly planned and applied, such systems invariably benefit the company using them'. For 'company' read 'everybody'. That includes the customer, without whom there could be no industry.

Benefits

To sum up the benefits of QR:

To management: reduced (or contained) production costs – without loss of quality and reliability – because of less scrap and rework; increased competitiveness; easier to keep delivery dates because production time is not lost in producing rejects.

To workers: more job security because of full order books, greater job satisfaction.

To shareholders: increased profitability from money invested.

To the customer (last, but never least): a product which will do the job, as wanted, for as long as required, at a price economic to buyer and producer.

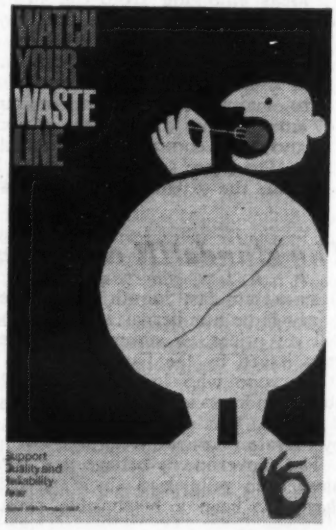
During QR Year, we shall be providing more and more evidence that QR is not vague waffle, thought up by a theoretician, but a positive contribution to economic recovery which is practical to apply and is in the reach of even the smallest firm.

I made the point, early on, that very many British firms apply good QR methods. I can assure you that they are also constantly modernizing these methods because they know that the statistics I have quoted from the NCQR survey are not peculiar to British industry; they apply equally in the United States, West Germany, Japan and others of our competitor nations.

I feel sure that when those firms not now practising QR realize what they are missing they will be anxious to come in.

The British Productivity Council and the National Council for Quality and Reliability are equipped and waiting to help them. We cannot do the job for them but we can make known the precepts and principles and how to start.

That is what QR Year is about. It has the backing of the TUC, the Confederation of British Industry, nationalized industry, the Association of British Chambers of Commerce and more than 100 professional bodies. This is a measure of the importance with which this great national effort is regarded.



One of the set of 24 full colour posters produced by the British Productivity Council in support of Quality and Reliability Year.

President on record exports in August

SPEAKING OF THE TRADE FIGURES for August published by the Board of Trade on September 13, Mr. Douglas Jay, President of the Board of Trade, said:

'The record export figure for August* shows that we are rapidly making good the losses caused by the shipping strike, and suggests that the deductions drawn from the figures for recent months were too gloomy. We cannot count on every month's exports being as good as this. But the trade balance is recovering from the strike, and is doing so before the Government's July measures have had time to encourage a still greater export effort. Firms which cannot now sell enough at home should try even harder to sell more abroad.'

* *Seasonally adjusted.*

Note: *Details of the figures are given on page* 681 *of this week's issue.*

First Secretary writes to EDC Chairmen

THE FIRST SECRETARY, Mr. Michael Stewart, has sent the following letter to the chairmen of each Economic Development Committee:

'Since taking over this Department I have been greatly heartened by the reports I have received from my industrial advisors about the encouraging and constructive way in which the EDCs have been responding to the economic difficulties in which we now find ourselves. I would like to take this opportunity of thanking you and your colleagues most warmly for all you are doing to strengthen our national economy.

'The industrial policies which the EDCs have been pursuing have not depended for their validity on the achievement of any particular rate of growth in our economy. On the contrary, effective industrial policies are themselves a precondition for sound growth. Nothing that has happened, therefore, has in any way reduced the value and importance of the work of the EDCs. Rather, it has enhanced it. I am glad that this seems to be generally recognized.

'It is, therefore, even more important than before that the EDCs should continue their efforts to raise productivity and standards of performance in their industries – particularly by promoting measures to ensure the most effective use of capital and manpower. This must go hand in hand with redeployment of labour into growth industries. The present period of stringency provides an opportunity to help most the labour requirements of those industries – particularly in the export field – whose activities have been hampered by lack of manpower in recent years. This is not going to be an easy operation, and the EDCs can help enormously by identifying the main problems and opportunities in their industries. The EDCs will also have a very important part to play in following up ideas emerging from the Prime Minister's National Productivity Conference at Lancaster House on September 27.

'In the present situation the work of the EDCs on saving imports and helping exports has acquired added importance. It is also critically important that we should make every effort to maintain investment in our key industries so that we emerge from our present period of stringency with a stronger and more competitive industrial structure.

'The more successful we are in these policies the sooner will come the expansion we all want.'

The standstill on prices

DURING THE last month Government Departments have received a very large number of inquiries about the operation of the standstill on prices. A summary and clarification of the situation has been issued by the Department of Economic Affairs.

Everyone who is involved in the determination of prices of goods and services should try to avoid any increases during the standstill. This applies to all goods and services whether provided by private or public enterprises.

The Government believe that, although some increases in prices have been publicized since the call for a standstill on July 20, there has been a responsible reaction over a very wide field of prices and charges. The Prime Minister explained on July 20 that some limited increases could not be avoided even in the conditions of the standstill.

Some prices are determined to a substantial extent by the costs of our imports of food and materials, and we have to pay the world price for these, even if world prices are rising. In addition there are unavoidable changes due to fluctuations in supply and demand in some prices – particularly in food prices – although these should be downwards as well as upwards.

Some prices have been increased because the Government have had to increase taxes. But even in these circumstances the Government have called on industry and commerce to make every effort to absorb higher costs by searching out economies in production and distribution.

There are two particular aspects of price increases which need to be stressed. The Government's economic measures on July 20 included increases in the duties on petrol, beer, wines and spirits, together with higher rates of purchase tax. The purchase tax covers a wide range of consumer goods (including motor cars, washing machines, radio and television sets, furniture, carpets, clothing and confectionery), but the increases in the tax were not large and should not have resulted in increases in retail prices of more than 1¼ per cent (say about 4d. in the £) even for those goods subject to the highest rate of tax; for the lower rates of tax the increase can be as small as ¼ of 1 per cent (1d. or 2d. in the £). In some cases, however, it would be difficult to add the same percentage to each of the prices of a large number of different goods. Because of this, retail prices of some lines have been altered by more than the amounts mentioned above. But the price of other lines has been left unchanged so that the traders concerned are not collecting more in total than is justified by the new rates of tax.

The Government are keeping watch on the adjustments made to prices because of purchase tax. The Confederation of British Industry have made it very plain to all their member firms that any increases in prices must be directly limited to the genuine amount of the increased taxation.

The other aspect is the Selective Employment Tax. This affects the distributive and service industries and trades. Manufacturing industry generally will get a refund of the SET and a premium so that there is no justification for prices charged by manufacturers to be raised because of this tax.

The distributive and service industries and trades do not get a refund. But the Government have urged them all to absorb as much of the SET as possible through economies elsewhere.

As with purchase tax the effect of the SET on the firms paying it will not always be the same. On average there seems no justification for prices to go up by more than about 3 per cent. This will depend on how big a proportion of the firm's total costs is accounted for by labour. In some cases it might be higher, in other cases lower.

Although in the circumstances described above some price increases may be unavoidable, this in no way lessens the need that every effort should be made to avoid these increases during the standstill. Every citizen is entitled to look to manufacturers and traders to be most careful in avoiding price increases and in seeing that the changes they are compelled to make by circumstances outside their full control are no more than is fully justified by real increases in cost which they are unable to avoid.

The Government have received many assurances on behalf of large bodies of manufacturers and traders that they intend to support the standstill in this spirit. A system exists under which manufacturers voluntarily give advance notification to the Government of any proposed price increases; this covers a wide range of food and durable goods, but it is being extended by arrangements between Government Departments and industry. In addition, Government Departments are keeping a close watch on prices and are taking up with those concerned increases which do not seem justified.

People often ask what they should do if they find prices going up without any real explanation or by amounts which seem quite out of line with, for example, the new taxes.

The first thing to do is to press the supplier for an explanation – he wants satisfied customers and he should be ready to explain the facts. If the customer cannot get satisfaction and if she is really convinced that the complaint is sound and justified, then a short note of the facts can always be sent to the Government Department concerned. Broadly, this is the Ministry of Agriculture, Fisheries and Food for the prices of food and drinks of all kinds and the Board of Trade for most other consumer goods and services. If it should be another Government Department which is con-

cerned, the letter will be passed on.

These Departments are in close touch with the industries and trades concerned, and they will deal with the matter, though it may not be possible to send a detailed reply in every case.

Of course, inquiries may show that the increase in question is one for which there is a proper and fair explanation. But this in itself is important because it is right that the citizen should know the facts about the way in which the standstill is operating, and no responsible manufacturer or trader will resent his customers looking carefully at increases in prices or charges at any time, but especially when all are asked to observe the standstill on increases in incomes. If the customer considers prices too high in one shop it might well be worth looking elsewhere.

Monopolies Commission and estate agents' charges

IN THE REFERENCE to the Monopolies Commission of estate agents' charges on page 621 of last week's *Board of Trade Journal*, the fifth paragraph beginning: 'For the purposes of this reference . . .' should have read as follows:

'For the purposes of this reference a person shall be taken to act as an estate agent in connection with the aquisition or disposal of a dwelling if, in relation to a transaction or proposed transaction involving that dwelling, he –

(a) brings together or takes steps to bring together the person wishing to dispose of the dwelling and a person prepared to acquire it or undertakes to do either of those things;
(b) acts or undertakes to act as an auctioneer; or
(c) in the case of a proposed transaction, negotiates or undertakes to negotiate as to terms on behalf of either party:

'Provided that no account shall be taken for the purposes of this paragraph of any activity of a public authority or of a solicitor, accountant or registered architect in the course of his practice, or of any display of advertisements by the proprietor of a shop or newspaper.

'In this reference the words "acquisition or disposal of a dwelling" include the acquisition or disposal of a freehold or leasehold interest or any other estate or interest (whether a subsisting interest or an interest to be created by the disposal) but do not include the acquisition or disposal of a dwelling in conjunction with the acquisition or disposal of farm land or commercial or industrial premises.'

Official Receiver in Bankruptcy, Canterbury, change of address

THE Official Receiver in Bankruptcy, Canterbury, will be moving from 35 Watling Street, Canterbury, Kent, to Lombard House, 12-17 Upper Bridge Street, Canterbury, on September 21, 1966.

The telephone numbers will be Canterbury 62070 (unchanged) and 65037 (additional).

The Origin of Goods (Republic of Ireland) (Amendment) Regulations, 1966

THE PRICE of copies of The Origin of Goods (Republic of Ireland) (Amendment) Regulations 1966 (SI 1966 No. 1098), published on September 7, is 3d. (6d. by post) and not 5d. (8d. by post) as quoted in the *Board of Trade Journal* on September 9. Copies can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1.

British glassware for Scandinavia

BRITAIN IS A growing supplier to world markets, including Scandinavia, of medical, scientific and other specialized glassware. Chief supplier to the Scandinavian market at present is West Germany, but because they feel that hard-selling could improve Britain's position in this field, especially in view of the forthcoming abolition of all EFTA tariffs, the Glass Manufacturers' Federation are sponsoring a Trade Mission to Denmark, Sweden, Norway and Finland.

The five-man mission, which is receiving financial assistance from BNEC, leaves on September 18.

This 53 feet long 13-ton crate contains a complete textile twist-crimper machine for bulking man-made fibre yarns. By shipping in this form, the manufacturers, the Klinger Manufacturing Co. Ltd., eliminates the need to send skilled fitters to carry out assembly on site. The twist-crimper travelled as deck cargo to the United States.

ECGD guarantees £2.9m contract

THE Export Credits Guarantee Department signed a financial guarantee on September 9 providing for the financing of food processing equipment for Russia. The equipment consists of units for refining vegetable oils used in the manufacture of margarine, and the £2.9 million contract is between A. Johnson and Company (London) Limited and Technopromimport Moscow.

The loan is for £2.3 million and is being made available by Barclays Bank Limited and the National Provincial Bank Limited. ECGD have now signed six financial guarantees for Russia with a total loan value of £40.4 million covering contracts worth £50.4 million.

Leicester C of C missions to Strasbourg and Moscow

A SIXTEEN-STRONG mission from the Leicester Chamber of Commerce visited Strasbourg between September 9 and 12. Strasbourg is twinned with Leicester and the mission – which included hosiery and engineering interests – has as its objective the improvement of trade between the two cities.

The same Chamber's fourth mission to Moscow is due to leave London on September 20, returning on September 29 after also visiting Prague. The mission will represent seven hosiery and knitwear manufacturers, two manufacturers of textiles and allied products, a footwear manufacturer and two engineering companies.

BNEC report on the Israel market

COPIES OF A booklet *Opportunities in Israel* are being distributed to some 1,200 firms and organizations in the United Kingdom by the Israel Committee of the British National Export Council.

The booklet reports the findings of a three-man delegation from the committee which toured Israel earlier this year. The delegation found a great deal of goodwill towards Britain and concluded that the British exporter has a good chance to be given preference if he goes out and takes his opportunity. But they also found that other countries were well aware of the potential of the Israel market and that many opportunities had already been lost by British industry. They were impressed by the services provided by the Commercial Department of the British Embassy and by its eagerness to help British exporters.

Copies of the booklet can be obtained from the Israel Committee, British National Export Council, 27 Northumberland Avenue, London, W.C.2.

The English Industrial Estates Corporation

AT THE END of the last fiscal year employment on estates and sites administered by the English Industrial Estates Corporation reached a new record figure of 107,000. Two thirds of the 7,285 jobs added during the year were for men. Since April 1, 1960, when the Local Employment Act came into force, more than 34,000 new jobs have been provided in factories built by the corporation on behalf of the Board of Trade. Almost two thirds of this new employment has been created by the expansion of firms who settled on the estates before 1960. Additional employment of 23,500 will accrue from recently completed factories and from projects under construction or approved.

The corporation's building and development programme continued at a high level during the period under review. No less than 181 projects with a total floor area of over four million square feet and representing an investment of £17.5 million were completed, under construction, or in various stages of planning.

These developments were distributed regionally as follows:

The North-east accounted for 143 projects with a total area of 3.3 million square feet costing £14.7 million (including £1 million for siteworks at the new Tees-side Industrial Estate) and scheduled to create 18,800 new jobs.

Merseyside and South-east Lancashire had 11 projects totalling half a million square feet and costing £1.8 million. Jobs for 3,500 should result.

West Cumberland with 20 projects covering 172,000 square feet at a total cost of three-quarters of a million pounds will benefit by over 1,000 new jobs.

Devon and Cornwall will get 250 additional jobs from seven projects with a total area of 50,000 square feet at a cost of over £200,000.

In the past four years 40 advance factories with a total area of almost one million square feet have been authorized for construction in England – 26 in the North-east, four in Cumberland, five in Merseyside and Lancashire and five in Devon and Cornwall. Twenty-one of these factories have been let or sold and no less than 12 have been extended by a total of 300,000 square feet.

Of the 233 inquiries for industrial space notified to the corporation during the year two thirds came from firms within or near Development Areas in Britain. Thirty-eight inquiries were from the London Region, 14 from the Midlands and 12 from Eastern and Yorkshire Regions. Eight inquiries came from America and two from Europe. The origins of firms who agreed to commence production in corporation-built factories during the year under review were: Berkshire, Hertfordshire, Kent, Leicestershire, London (four), Middlesex (five), Nottinghamshire, Scotland, Sussex, United States (three), Warwickshire and Yorkshire.

Capital expenditure during the year amounted to £4¼ million. This is £1.4 million more than expenditure during the preceding 12 months. Income for the year exceeded £2 million and the nett surplus exceeded the £1 million mark for the first time.

Investment under building lease arrangements continued during the year under review. Twenty-five privately-financed building projects were completed at a total estimated cost of £1.1 million. Employment for 1,400 is expected from these developments.

Fifteen further privately-financed projects were under construction and another six had been approved; a total cost of over £1.5 million and an estimated employment of 2,700.

The above information is from the Corporation's Annual Review *for the year ending March* 1966.

Opening of a new Board of Trade district office in N. Wales

THE BOARD OF TRADE District Office for North Wales (see the *Board of Trade Journal*, July 22, page 209) will be opened on September 26. Mr. J. W. Lewis has been appointed to take charge of the new office under the general guidance of the Controller of the Board of Trade Office for Wales in Cardiff.

The address and telephone number of the new office will be: Board of Trade, North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. Telephone: Colwyn Bay 44261.

Computer data centre for West Lothian

AUTOMATIC DATA PROCESSING LTD. have decided after a detailed study of various alternative sites, to establish a service centre at Bathgate, West Lothian.

The company is modernizing and adapting 5,000 square feet of otherwise suitable accommodation at Gardner's Lane, Bathgate, for a centre which should be operational by October 1.

The centre will service computer installations throughout Scotland and a rapid build-up of employees, mainly women, is planned. The availability of this service in Scotland, conveniently located for access to and from most of the business centres will enable commercial and other Data Processing installations to minimize their data preparation staff and 'farm-out' peak loads, including initial file set up, etc.

'We hope to be employing approximately 120 people in two shifts very quickly,' said the company's managing director, Mr. I. D. Condon.

'This is the best size for maximum efficiency. Initially we will employ a number of trained personnel, but the emphasis will be on recruiting untrained staff.' The company's headquarters are in London.

Expansion by Blantyre firm

BOARD OF TRADE approval has been given to the taking over by Simplicity Patterns Ltd. of the 22,300 square feet factory at the Blantyre Industrial Estate recently vacated by W. E. Carey Ltd.

Simplicity Patterns Ltd., a subsidiary of a New York company, started operations in Britain in a factory at Blantyre in 1947, and has since expanded to occupy nearly 80,000 square feet of factory space on the estate. Employment is currently a little over 300, and this latest expansion is expected to provide 150 additional jobs – 59 for men. This more than compensates for the 60 jobs lost due to the closure by W. E. Carey Ltd.

Bo'ness industrial site

A 62-ACRE SITE at Carriden, Bo'ness, is to be developed for industry. West Lothian Planning Committee has agreed to buy the site from Bo'ness Town Council, at the town council's invitation. Part of the area, all of which lies close to the Firth of Forth, is already occupied by industrial companies. The intention is to develop the remainder of the site for new industry. The present population of Bo'ness is 14,000, which is expected to rise to 24,000 by 1985.

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CoID's 21st Annual Report

THE 21ST annual report of the Council of Industrial Design, published on September 9, strikes an optimistic note. Listing Britain's assets invaluable to modern achievement in design, the report refers to a fast developing technology, an effective pattern of design education, a more demanding mass market, a vigorous consumer movement and 'an incipient recognition by business management that design problems do demand professional solution.' The report, however, points out that it is too soon to claim that the CoID has really broken through 'the crust of suspicion and indifference that too often denies to the British designer the authority that others enjoy.'

The year's attendance at The Design Centre was one of the highest ever achieved: a total of 877,395 visitors (a daily average of 2,821) were able to see some of the 46 special displays of consumer goods, as well as the seven thematic exhibitions arranged on the newly opened mezzanine floor.

During the year, the CoID also staged a number of overseas exhibitions jointly with the Central Office of Information on behalf of the Board of Trade and the Foreign Office. These included special centrepiece displays of well designed modern British consumer goods as prominent features of British Weeks in Amsterdam, Milan and Hong Kong. Successful exhibitions were also staged in Czechoslovakia and Hungary.

Print design 1967

ENTRIES FOR *Print Design 1967*, the major exhibition of British business printing to be held at The Design Centre early next year, must be submitted before September 30, 1966. Entries, which may be made by anyone involved in the production of printed matter, can include catalogues, leaflets, booklets, stationery, company reports and accounts, house magazines, calendars, menus and invitations, share certificates and business forms of all kinds. Entry forms and prospectuses are available from the British Federation of Master Printers, 11 Bedford Row, London, W.C.1. and the Council of Industrial Design, 28 Haymarket, London, S.W.1.

Economic Development Committee for Mechanical Engineering Reports

TWO REPORTS by the Mechanical Engineering EDC have been published by the National Economic Development Office.

Progress report: the first two years 1964-66

This report examines the activities of the EDC in the first two years of its life against the background of the present position of the engineering industries and the main problems now foreseen.

Short-term trends, August 1966

This is to be a regular quarterly report by a working party of the EDC to review current prospects of the industry. Free copies of these reports can be obtained from National Economic Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1.

G. N. Burgess and Co. Ltd., Feltham, have completed a £2,000 order for Iseran modular furniture for a new UN building in Santiago, Chile. Seen here are Mr. G. Burgess, managing director (left) and Mr. J. C. Dabbs, sales manager, checking the consignment at the company's Feltham works before it was shipped to Santiago on September 2.

International Civil Aviation Organization meeting in Montreal

A JOINT MEETING of the Communications and Operations Division of the International Civil Aviation Organization will be held in Montreal from October 4, 1966, until November 7, 1966. The agenda includes such topical matters as the technical provisions for the instrument landing system in the role of the ground guidance element for automatic landing and the possible use of satellite communications for aeronautical purposes.

The United Kingdom delegation will be led by Mr. T. J. McWiggan, Director of Telecommunications (Plans) Civil Aviation Department, Board of Trade.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

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New Books

Commonwealth Development and its Financing. 10 – Malta. Commonwealth Economic Committee. (62 pages. Price 7s. 6d., by post 8s., from HMSO and Government bookshops). This study of the progress of economic development in Malta largely follows the pattern set by previous studies in this series, which is being prepared in accordance with a decision of the Commonwealth Trade and Economic Conference held at Montreal in 1958. It starts with a brief account of the country's recent economic progress and the development of its economic structure and policy, with special attention to the period since 1957 when employment under military services began to fall after a steady growth to a peak of 23,700 in 1956. Then a conspectus of the sources and use of investment funds provides the financial background for a more detailed description of transport, fuel and power, and production in the fields of manufacturing and agriculture. During the past decade Malta has had to develop new sources of national income because of the British Government's decision to run down the military base and repair naval vessels elsewhere. The principal measures adopted were the conversion of the naval dockyard to commercial uses, the development of industries producing for export and the expansion of the tourist trade. Considerable progress has been made in all these directions, but unemployment has nevertheless become a serious problem. The growth of the labour force, with an increase in the employment of women, has been more rapid than the rise in employment; and this has been only partially set off by emigration. The study, which contains numerous statistical tables, concludes with suggestions concerning the conditions under which the Maltese economy may achieve self-sustaining growth in the near future.

Company Formation in Argentina. (Available free from the Bank of London & South America Ltd., PO Box 241, 40-66 Queen Victoria Street, London, E.C.4). This loose-leaf volume deals with the basic legal, fiscal and social aspects of the setting up of a corporate organization in Argentina by a United Kingdom registered company. It covers the various forms of organization through which a foreign company may operate in Argentina, taxes, accounts which must be kept, foreign trade and exchange control regulations, industrial property, development incentives, banking and finance, labour laws and human factors. There is also a brief section of general information about Argentina. Appendices show the rate of income tax on income paid abroad, and the official form of financial statements. This publication will be kept up to date by amendment sheets as circumstances require.

The Information You Need When Planning a Business in the Netherlands. (30 pages. Copies available free from the Algemene Bank Nederland, Foreign Department, Business Development Section, 32 Vijzelstraat, Amsterdam). The 1966 edition of this handbook includes chapters on such topics as the local financing of new establishments, the Netherlands foreign exchange regulations, insurance and taxes. A map of the Netherlands, including available industrial sites, is appended to the volume.

The Uganda Trade Directory, 1966-67 including Classified Trade Index. (72 pages. Diplomatic Press and Publishing Company, 13 Cotswold Gardens, London, N.W.2. 20s., post free). This is the first edition of a new title in this publisher's well known series of directories. It fills a gap in that it is the first to be published solely on Uganda since independence was achieved nearly four years ago, and it is of course more complete and up to date than the composite directories on East and Central Africa which are listed in the *'Hints to Business Men . . .'* booklet on Uganda. This directory published at the beginning of the period of the Second Five-Year Development Plan (1966-71), aims to give the reader the basic facts on the Uganda economy; it provides the most essential material on investment, exports and imports, tourism and other general matters concerned with the economy and its trade. The classified trade index is of importers and exporters and it occupies 15 pages.

Economic Planning in the Regions; the Work of the Regional Economic Planning Council and Boards. Prepared by the Department of Economic Affairs. (40 pages. Free from Publications Division, Central Office of Information, Hercules Road, London, S.E.1). Regional economic planning is firmly established as part of the work of government. This booklet has been prepared to help those seriously interested in the subject by describing each economic planning region in Great Britain and the structure and work of the official bodies that are concerned with them. Lists of the council members and the addresses of the regional offices are included.

Expansion of Ipswich: Designation Proposals; Consultants' Study of the Town in its Sub-region. A Report to the Minister of Housing and Local Government by Shankland, Cox and Associates. (88 pages. £2, by post £2 0s. 11d., from HMSO and Government bookshops). Ipswich is one of the towns that the *South East Study 1961-1981* indicated was suitable for planned expansion. The consultants have concluded that the town is capable of absorbing extra population to swell its present 120,000 by 70,000 people from London and that it might ultimately grow to something approaching half a million. The area they think is suitable for designation as a new town includes the present County Borough and a slightly larger area to its west and south-west. In addition they suggest the sub-region should incorporate further development up the Gipping valley as far as Stowmarket. The study, like others in the series, is well supported by maps, tables and diagrams and has a short bibliography. A second part outlining plans for the development of the town itself is due next year.

Fire-Fighting Equipment, Fire Alarms and Fire Drills in Offices and Shops. Ministry of Labour. (16 pages. Price 8d., by post 11d., from HMSO and Government bookshops). Among the provisions of the Offices, Shops and Railway Premises Act, 1963 are requirements regarding fire precautions. To assist the owners and occupiers of these premises who are legally responsible for complying with the requirements of the Act, the Ministry of Labour has published this short guide to the standards which should be reached. It gives advice on the selection of extinguishing equipment for different types of fires, on the placing and maintenance of extinguishers, and on a basic scale of equipment for low risk buildings. Another section of the pamphlet indicates which premises have to be provided with a fire alarm and how often alarms should be tested; and offers guidance on suitable and effective alarm systems for buildings of differing size and use. On fire drills, the pamphlet points out that the responsibility for instructing employees rests with the occupier of premises and discusses how, and to what extent, employees should be instructed in safety measures.

Communication and Consultation. Confederation of British Industry. (16 pages. CBI, 21 Tothill Street, London, S.W.1. 5s.). A special CBI working party was set up to study the implications of the Prime Minister's statement last September that the Government would like to see wider establishment of factory production committees to stop every practice on both sides of industry which impedes production. The working party concluded that more effective and widespread arrangements for consultation and communication within the undertaking would provide a better way of improving efficiency than committees designed to deal with productivity in isolation. Its report distinguishes three separate elements – communication, consultation and negotiation – and defines the objectives of each element, discusses their inter-relationship and suggests the principles which need to be taken into account in the establishment of satisfactory practical arrangements to achieve these objectives. Arrangements for consultation and communication at present vary widely and are often in practice ineffective. The term 'joint consultation' means different things to different people. The working party feels that a new approach is necessary and believes that the principles set out in its report will help managements to re-examine their arrangements to meet future needs.

International Machine Tool Comparisons. Prepared by the Chesham Research Unit. (34 pages. Available free, from Chesham Amalgamations & Investments Ltd., 32 Chesham Place, London, S.W.1). This report, number 4 in the *Chesham Occasional Papers*, compares the output, productivity, international trade and structure of Britain's machine tool industry with those of the industry in the United States, Western Germany, Italy, France and Japan. Detailed tables and analyses of national statistics are given. In 1964 the rate of machine tool imports into Britain was 31.3 per cent of output, compared to Western Germany 10.1 per cent and the United States 2.2 per cent. To help correct this imbalance the report suggests there is scope for improvement by a re-organization and rationalization of the existing manufacturing capacity.

The British Marine Equipment Council, set up earlier this month, has been formed to serve the needs of all firms engaged in the marine sub-contracting industry. A 12 page brochure, **British Marine Equipment Council, BMEC,** has been issued setting out the aims of the body, and includes a membership application form. Copies are available from the Council at 12 Devonshire Square, London, E.C.2.

Yearbook of International Trade Statistics 1964. 15th edition. United Nations. (86s. 6d., by post 90s., from HMSO and Government bookshops). This year, the *Yearbook* provides information on the external trade of 144 countries and territories (covering about 98 per cent of world trade) for which data are available. In the case of 123 countries, accounting for more than 86 per cent of world trade, the analysis conforms to the United Nations Standard International Trade Classification.

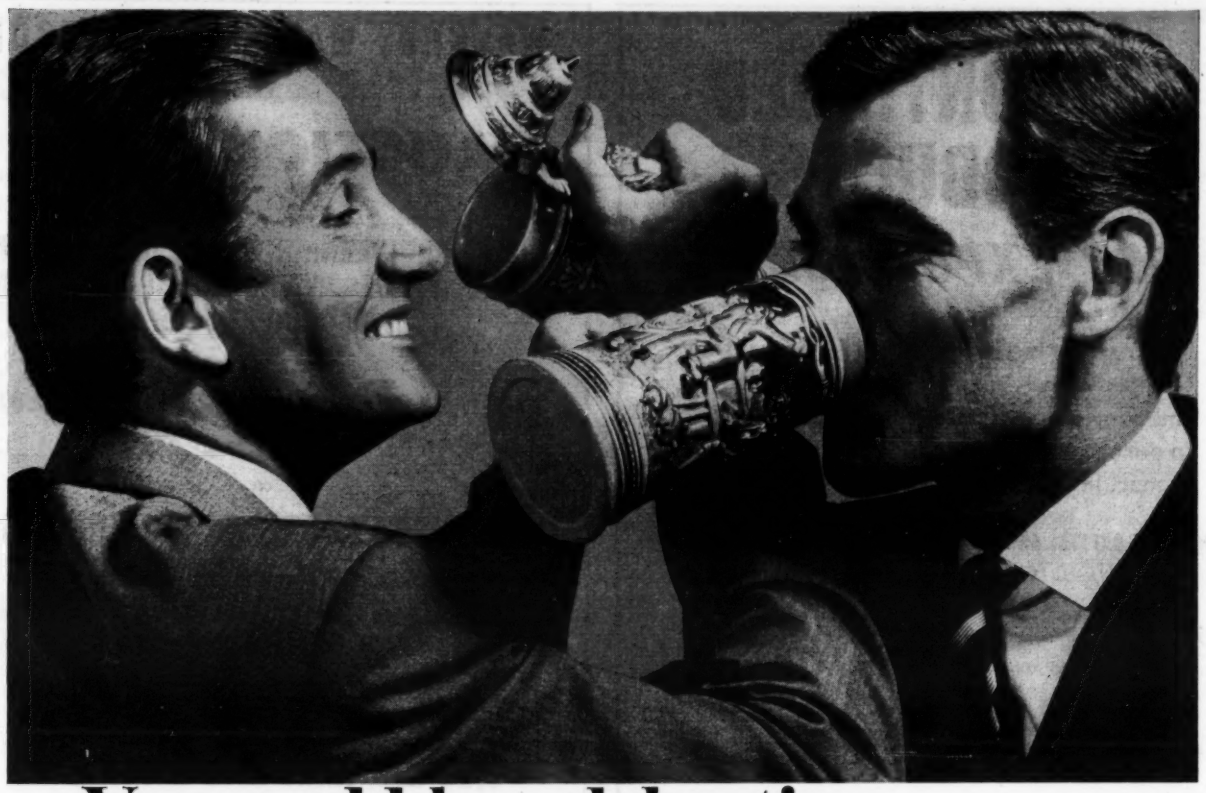
Other publications

UNITED KINGDOM. July 1966. *Economic Surveys by the OECD.* 37 pages. 5s., by post 5s. 5d., from HMSO and Government Bookshops.

FISHERIES YEAR BOOK AND DIRECTORY 1966-67. International Reference Book and Directory of the Fishing and Fish Processing Industries, edited by Harry F. Tysser. 467 pages. British-Continental Trade Press Ltd., 222 Strand, London, W.C.2. 40s.

IPA NATIONAL READERSHIP SURVEYS 1966. Tables Relating to July 1965-June 1966. The Institute of Practitioners in Advertising, 44 Belgrave Square, London, S.W.1. The *National Readership Surveys* cost 20 guineas a year.

WOMAN AND THE NATIONAL MARKET – COSMETICS. An Odhams Reseach Project. 202 pages. Odhams Press Ltd., 96 Long Acre, London, W.C.2. 5 guineas.



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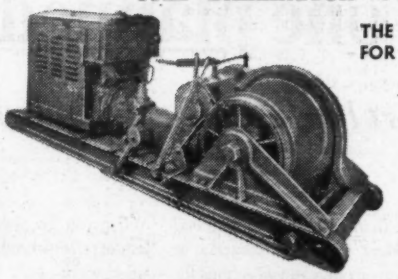

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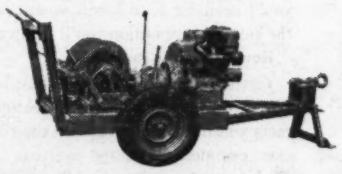

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Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Sept. 22	**Aircraft equipment and spares, miscellaneous stores.**	**No. 35 Maintenance Unit, RAF, Heywood, Lancs.**	**Brady & Son (Dept. L), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252.)**

Aircraft equipment and spares: Air cooling and pressure cabin trolleys; Simstart accumulator trolleys; aircraft ground heating trolleys; engine trolleys; hydraulic servicing trolleys; aircraft engine cradles and inspection platforms; radar servicing trolleys; aircraft mechanical handlers; low loading and oxygen supply trolleys.

Miscellaneous stores: Compressor spares; miscellaneous laboratory equipment; WRAF clothing; miscellaneous curtains; washing plant assemblies; portable hydraulic 8-ton jack; miscellaneous wooden tables, trestles, benches and cupboards; office tables and chairs; wire rope; roller conveyor stands; heavy duty and other hosing; portable spraying plants; salvage canvas covers; lifting jacks; workshop equipment; fitters' metal benches; weighing machines; heavy duty cable; clothing and footwear; electric hotplates; Klee Klamp and other pallets; 360 gallons Methanol AL 9; and a large assortment of general stores.

Sept. 27	**Machine tools and miscellaneous stores**	**Ordnance Storage and Disposals Depot, Branston, Nr. Burton-on-Trent, Staffs.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Machine tools: Browne & Sharpe No. 3 universal grinder; Churchill Redman HD 18 in. shaping machine; Churchill universal grinder with 12 in. wheel. Matrix cylindrical grinder with 10 in. wheel; Southbend SS and SC 4½ in. centre lathes 30 in. and 24 in. BC; Dean, Smith & Grace type 13Z SS and SC 6 in. centre lathe 3 ft. BC; Monarch type 10EE SS and SC centre lathe 2 ft. 3 in. BC; Lund universal grinding machine 12 in. wheel, 4 ft. table; Cincinnatti open sided planing machine with 36 in. table and cylindrical grinder with 20 in. wheel; Holbrook type E103 SS and SC 7 in. and 8 in. lathes; Butler 26 in. super shaping machine; Parkson No. 1N horizontal milling machine; also other universal and centre lathes; fly presses and lapping machines, etc.

Miscellaneous stores: 18 Evinrude 50 hp and 2 Johnson 'Seahorse' outboard motors; traverse and elevating motors; electronic equipment; ratchet and hydraulic jacks; Yale plant handling trucks (8 tons); 15,000 Skefko double row ball bearings; Daimler and Commer petrol engines; Bedford, Morris, Austin 'Champ', Ford and Land Rover spares; batteries; aircraft wheels and tyres; Barr & Stroud prismatic binoculars; Ottway periscopes and prismatic monoculars; Ross gunsight and prismatic binoculars; life rafts; cable; laminated aluminium sheets; rubber sheeting and sealing strips; cardboard containers; wooden boxes (with lids); and a large assortment of general stores.

Oct. 4 to 6	**Private and commercial vehicles, earth moving equipment.**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Private and commercial vehicles: 240 saloons, limousines and estate cars, including Princess limousine, Ford 'Anglias','Populars', Consuls Mk. II, Morris 'Minors', 'Mini Minors', 'Oxford Farinas', Humber 'New Hawk' saloons and limousines, Hillman 'Huskys', Austin 'Cambridge Farinas', Land Rovers, 190 Austin 'Champs', Austin 'Champ' engines, gearboxes, cylinder blocks, radiators, etc.; coaches (5-39 seaters); heavy duty trucks and breakdown vehicles by AEC, Albion, Bedford, Leyland, Scammell and Thorneycroft; hydraulic tippers; low loading, light recovery and other trailers (10 cwts.-50 tons); mobile tankers (100-2,500 gallons); factory trucks and other types of load carrying and dual-purpose vehicles; motor cycles.

Earth moving equipment: Mobile cranes by Bucyrus Erie, Coles, Jones, Neals, Northwest, Ransomes & Rapiers; loading shovels; road rollers; scrapers; rooters; graders; dumpers; plant ancillaries and spares by Blaw Knox, Caterpillar, Coles, Neals, Ruston Bucyrus (including '10RB' track assemblies).

Oct. 13	**Miscellaneous stores, including:**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)**

Binoculars and telescopes; electrical equipment; watches; private and commercial vehicles; motor vehicle spares; signal flags; clothing and textiles industrial equipment, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (Postal Order only).

SALE BY TENDER

Dart-Herald Aircraft

Three Dart-Herald aircraft at present leased to and in service with British European Airways are expected to become available for sale in November 1966. Applications for Tender Forms to Ministry of Defence (AD), Directorate of Sales (Sales 4 c ii), Room 424, First Avenue House, High Holborn, London, W.C.1, to be returned early October.

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
Sept. 27 and following days	A large holding of unused steel frame Portal, corrugated aluminium buildings, Nissen huts and sectional timber buildings, generator and alternator sets, switchgear, servicing equipment, water supply drainage equipment, towed cranes, steel masts, timber towers, various items of canteen equipment and other miscellaneous stores.	Ministry of Public Building and Works Storage Depot, Culham, Nr. Abingdon, Berks.	Fuller, Horsey, Sons & Cassell, 10 Lloyds Avenue, Fenchurch Street, London, E.C.3. (Tel. Royal 4861.)

View days: September 19-23 and 26.
Catalogues obtainable from the auctioneer, price 1s. 0d.

Oct. 4	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

Catalogues: price 6d. Direct from Auctioneer. View days: Day preceding and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	138	138	123	+319	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	142	125	+ 76	+ 22	+22	+14
1963	118	119	135	130	119	103	132	104	144	145	132	+177	+113	+29	+55
1964	125	128	144	139	123	106	155	117	170	184	151	+513	+335	+72	+47
1965	128	132	152	147	125	108	160	127	168	189	157	+311	+201	+19	+57
1964															
4th quarter	126	130	147	143	125	107	160	124	177	189	156	+108	+ 76	+30	+15
1965															
1st quarter	128	132	150	146	127	108	162	131	168	191	158	+ 61	+ 28	—10	+12
2nd quarter	127	131	151	145	123	107	159	122	172	184	159	+ 95	+ 82	— 5	+ 7
3rd quarter	127	132	153	148	124	108	158	128	160	189	155	+117	+ 73	+21	+20
4th quarter	129	133	155	151	126	109	161	128	170	193	157	+ 38	+ 18	+13	+18
1966															
1st quarter	130	134	162	155	130	110	162	130	165	183	165	+ 82	+ 42	N/C	+17
2nd quarter		132*				110		121*	165*				— 11*	—22*	+28
1966															
January		134				110									
February		133				109									
March		135				110									
April		134*				110									
May		133*				111									
June		131*				109									
July						110									

	ORDERS		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†							
	at 1958 prices		—					Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—406
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—136
1964													
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	242	24,764	149	139	—103
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 70
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 56
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 8
1966													
1st quarter	164	122*	134·4	+4·3	113·7	131·4	165·9	279	279		159	153	— 39
2nd quarter	161*	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	
1966													
January	165	122*	134·3	+4·4	113·0	130·9	165·0	285	272		158	146	
February	165	120*	134·4	+4·5	114·1	131·3	165·4	277	281		159	159	
March	164	122*	134·7	+4·3	113·9	131·9	167·2	274	285		158	153	
April	164*	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	163*	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161*	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July			137·0	+3·5	116·7*	133·6*	169·7	305	268		165	151	
August					114·2*	133·7*		318	255		164*	163*	

* Provisional. † Not seasonally adjusted.

United Kingdom trade in August

EXPORTS INCREASED SHARPLY last month as goods held up by the seamen's strike were shipped, but the distortions caused by the strike continue to obscure the underlying trend. Imports were still swollen by arrivals delayed by the strike. There was a marked reduction in the trade deficit.

Trade Balance

The trade deficit in August was £15 million, seasonally adjusted, a sharp improvement over the figures of the two previous months. In the first eight months of this year it averaged £30 million a month, compared with an average of £26 million a month in the corresponding months last year.

Exports

Exports in August continued to recover strongly from the low June figure and totalled £440 million, seasonally adjusted. This is well above the pre-strike level and clearly includes some shipments delayed by the seamen's strike; more will probably continue to be made good in the next month or two. The distortions caused by the strike make it impossible to assess the recent underlying trend of exports. In the first eight months of this year, including the period of the strike, exports averaged £409 million a month or 5½ per cent more than for the corresponding months of last year.

Almost all the major commodity groups of exports rose last month or maintained the higher level reached in July. Exports to most areas also increased further; Western and Eastern Europe were the important exceptions, reflecting perhaps changes in normal shipping schedules caused by the strike.

Imports

Imports in August, valued at £526 million, seasonally adjusted, remained at almost the same level as in July, after the recovery from the very low figure in June. The total for both July and August included some imports delayed by the seamen's strike; and arrivals, especially in British ships, are likely to be affected for some time. In the first eight months of this year imports averaged £508 million a month, about 6½ per cent more than the average in the corresponding months of 1965.

In the commodity pattern of imports, the shortfall in June seems to have been largely made good in most categories except finished manufactures. In the area analysis, imports from manufacturing countries in Western Europe and North America appear not to have made good the shortfall in June.

NOTES

Trade Balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

An article on United Kingdom trade in August with full tables and charts will be published in next week's *Board of Trade Journal*.

TABLE 1 (A)
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1964	368	475	13	—45
1965	394	480	14	—23
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—14
2nd quarter	381	485	13	—41
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—12
1966 1st quarter	414	507	16	—26
2nd quarter	394	495	16	—33*
January	396	506	16	—47
February	432	508	17	— 7
March	415	507	15	—23
April	415	502	16	—18*
May	422	520	17	—27*
June	345	466	15	—54*
July	408	527	14	—49*
August*	440	526	17	—15*
March-May	417	510	16	—23*
June-August*	398	506	15	—39*

* Provisional estimates.

TABLE 1 (B)
Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
January	378·0	524·4	14·8
February	412·7	472·0	15·6
March	476·4	549·1	20·3
April	384·5	496·0	15·5
May	440·7	508·2	17·3
June	373·6	493·7	15·6
July	395·8	517·6	12·6
August*	403·8	493·6	15·2

* Provisional estimates.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

WHOLESALE PRICE INDEX NUMBERS

Easing in prices of materials

PRICES OF materials used in manufacturing industry fell in August; this was also true when fuels are included although these showed a slight rise. Following the rise which began last autumn there has been some easing in prices during recent months which is confirmed by the latest figures. The decline in August was due mainly to the downwards movement in the non-food sector which on average for July and August shows a decline of about 1 per cent compared with the second quarter of the year. The index for the food sector was unchanged in August and stands at a level slightly above that of the first and second quarters of the year.

Output prices for manufactured products showed very little change from the previous month, giving a further indication of a flattening in the earlier upwards trend. In both the food and non-food sectors the average for July and August showed rises of less than ½ per cent compared with the second quarter of the year and were thus well below the increases which occurred between the first and second quarters of the year.

Materials and fuel used in broad sectors of industry

Although the provisional index for the food sector was unchanged from the revised July figure there was a small fall in the price of sugar, but this was offset by a number of marginal increases in other products. In the non-food sector the most important changes were in the index numbers for both electrical machinery and mechanical engineering. After a period of rising prices both these index numbers fell by significant amounts mainly as a result of the sharp decreases that have taken place in the price of copper and brass. The rise in the construction and house building materials index numbers was also halted, again a reflection mainly of lower copper prices.

Output of broad sectors of industry

The small decrease in the output prices of the food manufacturing industries was the result of a fall in the price of sugar. In the non-food sector there was no change in the index numbers for the iron and steel and paper industries and there were only marginal upwards movements in each of the provisional index numbers for the other broad groups of industries.

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, September 9, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
The Trap	Br/E 31610	106	September 5	Rank Film Distributors Ltd.	Parallel Productions Ltd.
Kaleidoscope	Br/E 31626	103	September 9	Warner-Pathe Distributors Ltd.	Winkast Film Productions Ltd.
Movietone News 1943	Br/E 31349	7	September 9	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1943A	Br/E 31350	7	September 9	" "	" "
Pathe News 66-71	Br/E 31418	8	September 9	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-72	Br/E 31419	8	September 9	" "	" "
FOREIGN					
The Pad	F 31609	86	September 5	Rank Film Distributors Ltd.	Universal International Film Inc.
Assault on a Queen	F 31611	106	September 6	Paramount Film Service Ltd.	Paramount Pictures Corp.
Waco	F 31612	71	September 6	" "	" "
Battle of the Bulge	F 31613	157	September 7	Warner-Pathe Distributors Ltd.	United States Pictures Inc.
The Fighting Devil Dogs:					
Ep. 1. *The Lightning Strikes*	F 31614	30	September 8	Grand National Pictures Ltd.	Republic Pictures International Corp.
Ep. 2. *The Mill of Disaster*	F 31615	16	September 8	" "	" "
Ep. 3. *The Silenced Witness*	F 31616	16	September 8	" "	" "
Ep. 4. *Cargo of Mystery*	F 31617	16	September 8	" "	" "
Ep. 5. *Undersea Bandits*	F 31618	16	September 8	" "	" "
Ep. 6. *The Torpedo of Doom*	F 31619	17	September 8	" "	" "
Ep. 7. *The Phantom Killer*	F 31620	15	September 8	" "	" "
Ep. 8. *Tides of Trickery*	F 31621	15	September 8	" "	" "
Ep. 9. *Attack from the Skies*	F 31622	15	September 8	" "	" "
Ep. 10. *In the Camp of the Enemy*	F 31623	15	September 8	" "	" "
Ep. 11. *The Baited Trap*	F 31624	15	September 8	" "	" "
Ep. 12. *Killer At Bay*	F 31625	15	September 8	" "	" "

Monthly Digest of Statistics

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HMSO

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965			1966		1965	1966							
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Aug.	Jan.	Feb.	Mar.	April	May	June	July	Aug.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	107·6	106·9	108·1	110·2	112·4	106·6	110·0	110·4	110·3	112·0	112·6	112·5	112·5*	110·7*
	Basic materials	103·2	102·3	103·5	105·8	107·3	102·1	105·6	105·9	105·9	106·9	107·6	107·5	107·4*	105·4*
	Fuel	141·1	141·8	143·4	144·1	151·4	141·8	143·8	144·5	144·1	151·4	151·4	151·4	151·4	151·6*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	110·9	110·5	111·5	113·7	116·8	110·2	113·0	114·1	113·9	116·2	117·1	117·0	116·7*	114·2*
	Basic materials other than fuel	105·7	105·0	105·0	108·3	110·7	104·7	107·6	108·8	108·7	110·0	111·1	111·0	110·6*	107·7*
211 to 229	Materials and fuel used in the food manufacturing industries.	102·2	100·3	102·0	103·9	103·7	99·5	104·6	103·5	103·5	103·6	103·8	103·6	104·2*	104·2*
263 to 277	Materials and fuel used in the chemicals and allied industries.	118·1	117·1	116·9	117·1	117·3	117·0	117·3	117·4	116·8	117·4	117·5	117·2	117·7*	117·8*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	140·4	140·6	142·5	146·6	151·8	140·6	145·0	147·1	147·6	151·1	151·9	152·4	152·4*	149·4*
361	Materials and fuel used in the electrical machinery industry.	130·8	131·2	133·8	139·0	146·6	131·2	137·2	139·7	140·1	144·4	146·9	148·4	148·7*	143·3*
Order X	Materials and fuel used in the textile industries	93·8	94·3	96·3	96·6	98·8	94·1	96·0	96·3	97·7	98·9	98·8	98·9	98·8*	98·3*
Order XIV	Materials and fuel used in the timber industries	119·8	120·3	120·6	121·0	122·0	120·4	120·8	121·0	121·2	121·8	122·0	122·4	122·7*	122·8*
Order XV	Materials and fuel used in the paper industries	115·0	115·2	113·3	113·2	114·7	115·1	113·0	113·2	113·3	114·5	114·8	114·8	114·9*	114·9*
Order XVII	Construction materials	130·0	130·9	131·4	131·9	134·1	130·9	131·5	131·9	132·4	133·8	134·2	134·4	134·7*	134·4*
Part of Order XVII	House building materials	131·5	132·2	132·6	133·3	135·0	132·2	132·8	133·2	133·8	134·6	135·0	135·4	135·6*	135·3*

*Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965			1966		1965	1966							
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Aug.	Jan.	Feb.	Mar.	April	May	June	July	Aug.
Orders III to XVI	All manufactured products: Total sales	128·4	129·1	129·7	130·9	132·3	129·1	130·3	131·0	131·4	131·9	132·3	132·6	132·8*	132·8*
	Home market sales	129·8	130·4	130·9	131·8	133·1	130·4	131·4	131·8	132·3	132·8	133·1	133·4	133·6*	133·6*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	127·7	128·6	129·3	130·5	132·2	128·6	129·8	130·6	131·1	131·8	132·2	132·6	132·8*	132·8*
	Home market sales	129·2	129·9	130·5	131·4	133·1	130·0	130·9	131·3	131·9	132·7	133·1	133·4	133·6*	133·7*
211 to 229	Products of the food manufacturing industries: Home market sales	120·3	120·1	121·1	122·3	123·3	119·9	121·7	122·5	122·7	123·0	123·5	123·5	123·8*	123·7*
263 to 277	Chemicals and allied industries: Total sales	108·3	108·1	108·0	108·9	109·0	108·1	108·4	109·0	109·3	109·1	109·0	109·0	109·2*	109·3*
	Home market sales	109·7	109·3	109·2	109·9	109·8	109·3	109·7	110·0	110·1	110·0	109·9	109·7	110·0*	110·1*
311 and 312	Iron and steel industries: Total sales	131·7	132·2	132·1	132·5	136·4	132·3	132·4	132·6	132·4	136·2	136·3	136·6	136·7*	136·7
	Home market sales	136·7	137·2	137·1	137·2	142·1	137·2	137·1	137·2	137·2	141·8	142·1	142·4	142·4*	142·4*
Order X	Textile industries other than clothing: Total sales	111·7	111·3	112·0	112·9	113·6	110·9	112·4	112·8	113·4	112·9	113·7	114·3	113·8*	113·9*
	Home market sales	109·8	110·2	111·0	111·4	112·1	110·2	111·2	111·3	111·5	111·9	112·1	112·4	112·4*	112·5*
Order XII	Clothing and footwear: Home market sales	115·1	115·7	116·3	117·3	118·9	115·7	117·2	117·3	117·6	118·6	118·7	119·4	119·6*	119·8*
Order XIV	Timber industries: Home market sales	121·7	122·9	123·5	124·3	125·0	123·0	124·1	124·3	124·6	124·9	125·0	125·3	125·4*	125·5*
481 to 483	Paper industries: Home market sales	118·7	118·6	119·0	119·9	120·4	118·6	119·6	120·0	120·1	120·3	120·5	120·4	120·5*	120·5*
Order XVI	New construction‡	133	134	136	139	140*				139			140*		

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

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WHOLESALE PRICES, *continued*

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 25, 1966. (monthly averages)

	1965	1966			
	Aug.	Feb.	June	July	Aug.
Coal†	152·0	159·6	169·4	169·4*	169·4*
Slates	183·9	183·9	183·9	183·9	183·9
Salt	110·7	111·0	110·6	110·6	110·6
Flour	117·3	117·3	119·4	120·5	120·5*
Sugar, refined	108·4	112·2	108·3	110·2	108·5
Chocolate and sugar confectionery	111·2	111·1	111·6	111·2*	111·2*
Beer	127·1	128·0	128·4	128·4*	128·4*
Tobacco and cigarettes	154·6	154·6	154·6	154·6	154·6
Hard coke	177·0	177·2	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	122·7	122·7	122·7	125·8	131·5
Medium fuel oil (950 secs.)	138·9	138·9	138·9	139·6	140·8
Lubricating oils and greases	128·9	130·0	130·0	131·9	131·9
General chemicals	100·6	101·9	103·4	103·4*	103·4*
Pharmaceutical chemicals	64·1	62·7	57·8	57·8*	57·7*
Pharmaceutical preparations	101·6	102·9	102·5	102·8*	103·0*
Toilet preparations	142·1	144·4	147·4	148·1*	148·7*
Paint for building and decorating	116·3	116·1	116·7	116·8	116·8*
Soap	155·5	154·7	154·7	154·7*	155·1*
Soapless detergents	106·4	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	74·9	74·5	74·5	74·6*	74·6*
Steel sheets	135·4	135·2	140·5	140·5	140·5
Tinplate	127·2	127·2	131·7	131·7	131·7
Other steel goods (excluding tubes)	136·6	136·7	141·5	141·5	141·5*
Steel tubes	144·3	144·2	151·3	151·7	151·7
Iron castings	149·9	151·6	155·5	155·7*	155·7*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	145·2	151·9	151·9	151·9
Rolled	136·3	136·3	142·2	142·2	142·2
Castings	144·1	144·1	152·8	152·8	152·8
Forgings	138·3	138·3	143·3	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	140·8	225·6	195·2	189·1	160·1
Photographic paper and films, etc.	126·0	126·1	126·4	126·4	126·4*
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	142·3	142·8	144·0	145·0*	145·9*
Gramophone records	138·5	138·5	146·5	146·5	146·5
Domestic electrical appliances	101·6	102·2	102·9	103·1	103·3*
Perambulators, etc.	128·0	128·0	130·7	130·7*	130·7*
Tools and implements	151·4	153·9	156·2	156·3	156·4*
Cutlery	136·1	136·1	138·5	139·0	139·3*
Cutlery (other than razors and razor blades)	140·3	140·8	147·8	149·1*	149·1*
Spoons and forks	157·8	159·2	165·8	165·8*	165·8*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	158·0	167·1	169·4	169·4	171·2
Domestic gas appliances	113·2	113·5	113·5	113·5	113·5
Cotton yarn	98·1	98·1	99·3	99·4	99·6
Spun rayon yarn	108·3	104·1	103·5	103·5	103·5*
Irish linen yarns (wetspun)	122·5	126·6	127·6	127·6	127·6
Cotton cloth	106·6	106·9	107·3	107·6*	107·9*
Linen	130·9	136·2	137·2	137·2*	137·2*
Rayon and acetate fabric	120·9	120·8	121·0	121·9*	121·9*
Wool tops	81·1	79·0	83·1	83·0	81·8
Worsted yarns	93·1	96·3	98·5	99·1	98·9
Harris tweed	108·3	111·8	115·3	115·3	115·3*
Serge cloth	99·2	102·0	103·7	103·7*	103·7*
Jute yarn	126·5	133·2	134·2	138·1	138·9
Jute piece-goods	129·6	139·7	141·9	146·7	147·6
Rope, twine and net	122·1	119·5	119·5	119·5*	119·5*
Hosiery and other knitted goods	101·4	102·0	102·0	102·6*	102·6*
Carpets and rugs	127·8	128·5	130·9	131·3*	131·7*
Canvas goods and sacks	111·8	119·0	120·3	119·6*	119·6*
Leather for footwear	112·1	123·8	127·4	127·4*	127·4*
Travel goods	127·8	132·3	136·8	136·9	136·9
Made-up clothing	115·1	116·5	118·5	118·6*	118·8*
Weatherproof outerwear	104·7	105·7	107·4	107·4*	107·4*
Men's and boys' tailored outerwear	117·8	118·7	120·6	120·1*	121·1*
Women's and girls' tailored outerwear	111·6	‡115·7	117·4	117·4*	117·4*
Women's and girls' light outerwear	113·3	114·6	115·7	116·6*	116·7*
Footwear (excluding rubber)	115·0	117·1	120·0	120·2*	120·2*
Refractory goods, including bricks	149·8	150·0	150·3	150·3	150·3*
Non-refractory goods, including bricks	133·5	133·6	134·5	134·5*	134·5*
Building bricks, common, other than fletton, *ex works.*	140·5	140·1	141·6	141·6	141·6*
Building bricks, fletton common, *delivered.*	119·3	120·0	120·0	120·0	120·0*
Electrical porcelain	132·8	137·6	137·6	137·6*	137·6*
Domestic china and earthenware	148·1	151·0	§157·8	158·7*	158·7*
Glass (other than containers)	137·0	138·0	142·7	142·7*	142·7*
Glass containers	130·7	130·7	130·7	130·7	130·7

*Provisional figure. †This index is based on prices ruling on the last day of the month. §Revised figures. ‡Revised figures: figure for Jan. should read 115.5

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3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Aug.	Feb.	June	July	Aug.
Cement, delivered	131·0	128·0	128·0	128·0	128·0
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1*
Cast stone and cast concrete products	118·2	118·9	118·9	118·9*	118·9*
Home-grown hardwood	107·2	106·8	107·5	107·7*	107·7*
Domestic furniture	125·6	126·8	127·0	127·3*	127·7*
Bedding, etc.	118·5	121·3	121·3	121·3	120·6*
Wooden boxes, packing cases, crates, etc.	125·5	127·3	129·2	129·0*	129·1*
Paper and board	115·1	115·3	115·4	115·4	115·4*
Cardboard boxes, cartons and fibreboard packing cases.	119·9	122·9	123·0	123·1*	123·2*
Wallpaper	138·0	138·0	138·0	138·0	138·0
Paper bags	123·2	124·1	123·3	123·3	123·3
Manufactured stationery	123·7	125·6	128·0	128·0	128·0*
Other manufactures of paper and board	112·1	111·6	114·4	114·4	114·4*
Rubber tyres and tubes	127·0	130·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	122·5	122·3	122·4	122·8*	122·8*
Rubber footwear	135·0	135·0	135·4	135·4	135·4*
Linoleum and felt base	142·0	142·4	151·4	151·4	151·4*
Brushes and brooms	143·0	145·1	145·1	145·3*	145·4*
Toys and games	127·1	§131·4	131·7	131·7*	131·7*
Sports equipment	137·2	143·9	144·5	144·5*	144·5*
Pens and pencils	115·7	116·0	116·0	116·2*	116·2*
Other stationers' goods	133·4	133·4	133·4	136·2	136·5*
Plastic mouldings	106·1	106·2	106·8	106·6*	106·6*

*Provisional figure. §Revised figure: figures for Jan. should read 130.4

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Aug.	Feb.	June	July	Aug.
Hides and skins	103·2	125·3	141·3	141·5	139·5*
Imported	110·9	139·2	154·5	153·4	153·4*
Native	91·6	104·4	121·4	123·6	118·6
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	176·5	273·4	247·4	228·7	174·4
Lead, ex-ship, wharf or warehouse†	102·3	109·7	97·5	99·1	99·3
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	206·2	195·4	177·5	177·2	172·8
Zinc, ex-ship, wharf or warehouse	140·8	139·0	125·9	122·7	122·9
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	110·2	105·8	102·6	101·6	101·6*
Palm oil, c.i.f., in bulk	123·1	106·7	98·3	99·4	99·4*
Whale oil, acid, soft, naked, ex-works	98·9	82·0	105·0	98·8	98·8*
Pyrites, c.i.f., United Kingdom ports	66·2	64·1	72·3	71·3	71·3
Rubber, No. 1 R.S.S. one month future	100·3	104·3	98·8	96·4	95·1
Sulphur, crude (for acid making), c.i.f.	82·0	104·7	104·7	139·7	139·7
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	156·4	159·1	160·9	158·3	157·4*
Cotton, raw	70·2	69·6	68·9	68·6	66·8
Jute, raw, 'Export Firsts', c.i.f. Dundee	141·4	165·0	160·9	158·3	155·4
Jute, raw, 'Export Lightnings', c.i.f. Dundee	142·4	162·2	164·3	161·9	160·4
Silk, raw, delivered mill	134·7	151·4	150·1	155·9*	157·2*
Sisal, East Africa No. 1 Grade, c.i.f. London	105·0	98·0	98·0	98·0	98·0
Wool, raw	79·8	82·5	87·1	87·0*	87·0*
Crossbred, medium and coarse, c.i.f. U.K.	95·1	88·5	89·7	89·7	89·7*
Crossbred, fine, c.i.f. U.K.	81·7	83·7	90·7	90·7	90·7*
Merino, c.i.f. U.K.	72·6	79·0	83·6	83·6	83·6*
Timber:					
Imported hardwood (ex-yard or wharf)	115·7	116·0	117·6	118·1*	118·3*
Imported plywood (delivered to consumers)	115·6	116·9	116·5	117·3	117·2*
Imported softwood (delivered to consumers)	118·9	118·4	119·2	119·2	119·4
Woodpulp, imported	104·4	101·0	100·8	100·8*	100·8*

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February 25* 1966.

Customs and Excise Tariff

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HMSO

Shipping movement at United Kingdom ports

***Foreign and coastal trade movements in May* 1966.**

READERS SHOULD REMEMBER that the seamen's strike began on May 16, 1966, and this should be borne in mind when interpreting the figures.

The total net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during May 1966 was 13,435 thousand net tons: this was 7.1 per cent less than the tonnage for the same month in 1965. The Commonwealth share of entrances and clearances with cargo was 4,810 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first five months of the year showed an increase of 1,845 thousand net tons over the figures for the same period of 1965.

There was a 15.9 per cent decrease in the total net tonnage of coasting trade arrivals and departures with cargo for the month of May, and a 3.2 per cent decrease for the first five months of the year compared with 1965.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example,

(*Continued on page* 688)

Table 1. Shipping movement at UK ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of May 1965	5,659	9,687	4,121	208	5,358	4,402	4,772	2,470	158	2,144
Month of May 1966	5,162	9,220	2,972	219	6,028	3,865	4,215	1,464	155	2,597
Five months ending May 1965	25,559	43,320	18,315	1,082	23,922	21,433	22,508	11,351	772	10,385
Five months ending May 1966	25,115	43,482	17,550	898	25,033	21,051	22,272	10,429	725	11,118
In ballast: Month of May 1965	1,561	1,897	877	105	914	2,572	6,524	2,398	150	3,976
Month of May 1966	1,436	2,080	726	43	1,311	2,476	6,413	1,640	72	4,700
Five months ending May 1965	6,876	8,863	4,018	304	4,539	11,051	29,977	11,034	586	18,356
Five months ending May 1966	6,838	9,354	4,046	195	5,112	11,490	31,778	11,146	498	20,133

(1) Includes Irish Republic and South Africa.

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	May		Five months ended May		May		Five months ended May	
	1965	1966	1965	1966	1965	1966	1965	1966
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,792	1,165	7,970	7,472	1,484	767	6,932	6,230
Other Commonwealth	138	149	633	640	157	168	806	728
Foreign	3,729	3,848	16,956	17,003	2,761	2,930	13,695	14,093
Total	5,659	5,162	25,559	25,115	4,402	3,865	21,433	21,051
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	4,121	2,972	18,315	17,550	2,470	1,464	11,351	10,429
Registered in Canada	—	—	3	7	—	—	—	14
Registered in other countries	208	219	1,080	891	158	155	772	711
Soviet	78	76	307	303	13	41	106	175
Finnish	58	79	320	319	27	50	139	180
Swedish	350	487	1,710	1,587	115	195	622	644
Norwegian	1,241	1,331	5,454	5,835	439	525	1,804	2,140
Danish	272	247	1,229	1,346	141	144	726	738
Polish	24	24	104	101	9	9	60	54
German	324	412	1,553	1,767	214	255	1,120	1,208
Dutch	857	774	3,039	2,862	424	496	2,058	2,052
Belgian	171	212	815	986	140	135	657	703
French	416	572	1,560	1,742	204	278	964	972
Spanish	59	59	300	297	35	39	279	289
Italian	142	151	744	646	1	12	9	67
Yugoslav	4	4	43	38	12	5	32	29
Greek	153	149	1,013	830	32	76	259	335
United States	237	238	1,054	900	175	198	846	709
Panamanian	185	205	752	786	30	17	96	170
Liberian	672	789	3,264	3,753	43	37	156	218
Other	112	221	657	935	90	85	455	435
Total foreign	5,358	6,028	23,922	25,033	2,144	2,597	10,385	11,118
TOTAL	9,687	9,220	43,320	43,482	4,772	4,215	22,508	22,272
Trading areas:								
Irish Republic	377	259	1,812	1,671	371	301	1,775	1,805
Northern Europe (Foreign)	2,308	2,071	10,117	9,899	1,680	1,616	8,264	8,462
Europe (Atlantic) and Western Mediterranean Countries	1,081	959	4,489	4,715	714	577	3,183	3,134
Central and Eastern Mediterranean Countries	946	1,051	5,127	5,456	121	143	622	711
West and South Africa	602	656	3,277	3,411	163	185	1,097	1,170
East Africa, Persian Gulf, India	1,557	1,547	6,011	6,447	228	172	1,188	1,001
Eastern Asia and Islands in the Pacific	169	207	982	1,140	167	153	921	910
Australasia	351	388	1,411	1,641	129	101	850	782
North America (Atlantic Coast)	1,202	1,242	4,159	4,333	856	678	3,040	2,924
West Indies and Central America (Atlantic Coast)	710	630	4,083	3,491	166	190	753	800
South America (Atlantic Coast)	120	145	763	781	101	49	476	329
South and Central America (Pacific Coast)	39	5	257	144	24	19	92	80
North America (Pacific Coast)	128	55	793	319	50	30	244	163
Other areas	6	5	39	33	1	1	2	1
Total Commonwealth Countries (1)	3,305	2,845	13,681	12,777	1,328	867	6,255	5,816
Total Foreign Countries	6,382	6,374	29,640	30,704	3,444	3,348	16,254	16,456
TOTAL	9,687	9,220	43,320	43,482	4,772	4,215	22,508	22,272

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports, January-May

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1 000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	3	5	20	20	14	32	19	9	30	21	15	41
Bristol	1,688	1,657	732	1,768	1,724	768	296	214	220	1,674	1,728	706
Cardiff	656	571	253	759	736	380	198	198	211	858	804	404
Dover	1,517	1,594	1,354	2,451	2,584	2,196	1,478	1,432	1,143	2,446	2,520	2,164
Falmouth (inc. Truro)	25	46	23	423	604	142	1	22	23	659	800	164
Folkestone	224	276	250	351	405	311	221	231	237	363	309	292
Grimsby (inc. Immingham)	1,111	1,361	1,112	1,230	1,528	1,248	247	440	452	1,239	1,480	1,327
Harwich	1,770	1,940	1,530	1,846	2,033	1,659	1,787	1,949	1,588	1,849	2,041	1,662
Holyhead	470	472	340	481	480	349	475	471	332	485	480	348
Hull	1,970	1,905	1,552	2,112	2,033	1,729	675	799	1,075	2,055	2,016	1,616
Lancaster	85	112	23	98	115	30	10	30	17	117	105	26
Liverpool	6,042	5,989	2,131	7,190	7,128	2,694	2,913	2,682	1,781	7,380	7,073	2,670
London	12,644	12,306	5,917	15,852	15,449	7,216	6,125	6,006	4,343	15,357	15,326	7,341
Manchester (inc. Runcorn)	2,384	2,424	1,110	2,522	2,561	1,257	785	634	775	2,283	2,135	1,225
Middlesbrough	1,330	1,193	563	1,764	1,483	740	873	723	539	1,894	1,628	776
Milford Haven	2,521	3,176	184	2,877	3,484	392	305	449	202	2,698	3,365	389
Newhaven	201	169	212	218	184	230	161	168	207	213	179	231
Newport (Mon.)	436	550	223	692	777	367	419	404	352	796	843	443
Plymouth	106	135	220	258	182	327	55	263	175	232	383	332
Southampton	6,509	5,926	1,018	7,778	7,130	1,339	3,068	2,556	804	7,709	7,273	1,330
Swansea	361	219	143	950	756	501	880	739	655	1,093	919	712
Tyne ports	984	807	528	1,522	1,202	667	549	511	384	1,752	1,496	667
Glasgow	2,186	2,219	636	2,495	2,505	735	1,111	1,039	403	2,515	2,557	706
Grangemouth	381	476	458	526	622	580	435	499	453	572	738	561
Greenock	284	137	42	788	811	130	137	39	16	919	842	123
Leith	302	345	462	309	358	482	135	123	272	284	292	388
Belfast	927	779	489	965	870	572	188	204	254	895	653	415
Other ports	3,539	3,367	6,361	4,427	4,282	8,649	1,929	1,940	5,412	4,363	4,301	8,752
TOTAL	50,655	50,155	27,885	62,674	62,040	35,722	25,476	24,777	22,355	62,722	62,302	35,811

the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 4. Coasting trade arrivals and departures at principal ports, January-May 1966

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	13	4	14	879	655	914	864	636	873	878	641	892
Bristol	731	676	599	953	901	1,802	466	366	1,178	1,064	921	1,852
Cardiff	290	261	322	618	550	1,148	135	181	642	453	509	1,116
Cowes	660	708	3,675	1,567	1,634	7,435	606	652	3,284	1,558	1,629	7,408
Falmouth	93	71	77	374	332	289	46	45	180	120	99	257
Hartlepool	41	19	26	307	184	217	251	149	160	309	197	209
Hull	384	513	208	756	856	721	371	389	456	832	742	731
Immingham	331	289	67	722	770	484	449	531	423	686	832	537
Lancaster	689	550	360	879	620	533	544	614	511	604	663	530
Liverpool	1,371	1,199	1,071	1,926	1,667	1,805	1,218	1,081	1,449	1,911	1,724	1,875
London	3,438	2,979	2,448	4,287	3,904	3,788	1,120	1,142	1,330	4,629	4,317	3,839
Manchester	431	517	337	625	713	757	344	359	425	670	770	758
Middlesbrough	141	204	160	568	545	612	154	176	305	447	430	554
Milford Haven	135	122	36	1,409	1,645	603	1,494	1,745	601	1,556	1,815	632
Newport (Mon.)	156	178	505	254	264	603	10	7	18	186	194	532
Portsmouth	183	163	811	1,126	1,140	4,567	34	33	388	1,133	1,129	4,539
Preston	476	451	776	528	498	885	447	419	708	553	512	939
Southampton	1,184	1,164	3,830	2,375	2,376	4,923	2,037	2,037	4,033	2,331	2,321	4,949
Sunderland	118	85	85	814	629	770	638	501	611	797	585	730
Swansea	63	55	183	636	744	1,544	407	517	1,138	493	575	1,325
Tyne ports	308	333	80	1,635	1,437	928	775	671	641	1,342	1,124	914
Glasgow	517	509	436	817	796	621	448	345	423	767	773	662
Belfast	2,462	2,484	3,223	2,600	2,582	3,457	2,009	1,988	2,296	2,651	2,587	3,522
Other ports	5,549	5,459	12,225	7,482	7,403	17,541	3,980	3,794	7,184	7,421	7,282	17,179
TOTAL	19,760	18,992	31,554	34,139	32,846	56,947	18,848	18,383	29,257	33,392	32,370	56,481

Table 5. Shipping movements at UK ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of May 1965	6,288	3,530	2,808	722	5,801	3,331	2,717	614
Month of May 1966	5,160	2,984	1,992	991	4,806	2,868	1,797	1,070
Five months ending May 1965	29,161	16,971	13,754	3,217	27,782	16,702	13,437	3,265
Five months ending May 1966	27,502	16,196	12,427	3,768	26,545	16,259	12,170	4,089
In ballast: Month of May 1965	5,916	3,146	2,532	614	6,071	2,880	2,418	462
Month of May 1966	5,229	2,503	1,769	734	5,452	2,534	1,813	721
Five months ending May 1965	25,265	14,228	11,309	2,919	26,035	13,675	11,184	2,491
Five months ending May 1966	25,080	13,734	10,386	3,348	25,464	13,194	10,212	2,982
Coasting Trade – United Kingdom								
With cargo: Month of May 1965	7,146	4,101	3,330	771	6,371	3,780	3,133	647
Month of May 1966	5,820	3,431	2,321	1,110	5,270	3,195	2,025	1,170
Five months ending May 1965	33,229	19,760	16,302	3,458	30,517	18,848	15,412	3,436
Five months ending May 1966	31,554	18,992	14,833	4,159	29,257	18,383	13,987	4,396
In ballast: Month of May 1965	5,972	3,167	2,551	616	6,445	3,038	2,552	486
Month of May 1966	5,281	2,523	1,784	739	5,715	2,649	1,896	753
Five months ending May 1965	25,613	14,379	11,414	2,965	27,837	14,544	11,877	2,667
Five months ending May 1966	25,393	13,854	10,456	3,398	27,224	13,987	10,856	3,131

(a) Commonwealth & Irish Republic.

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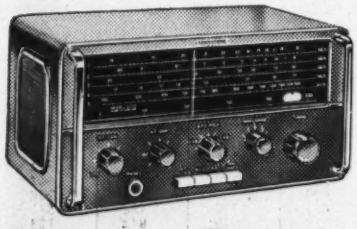

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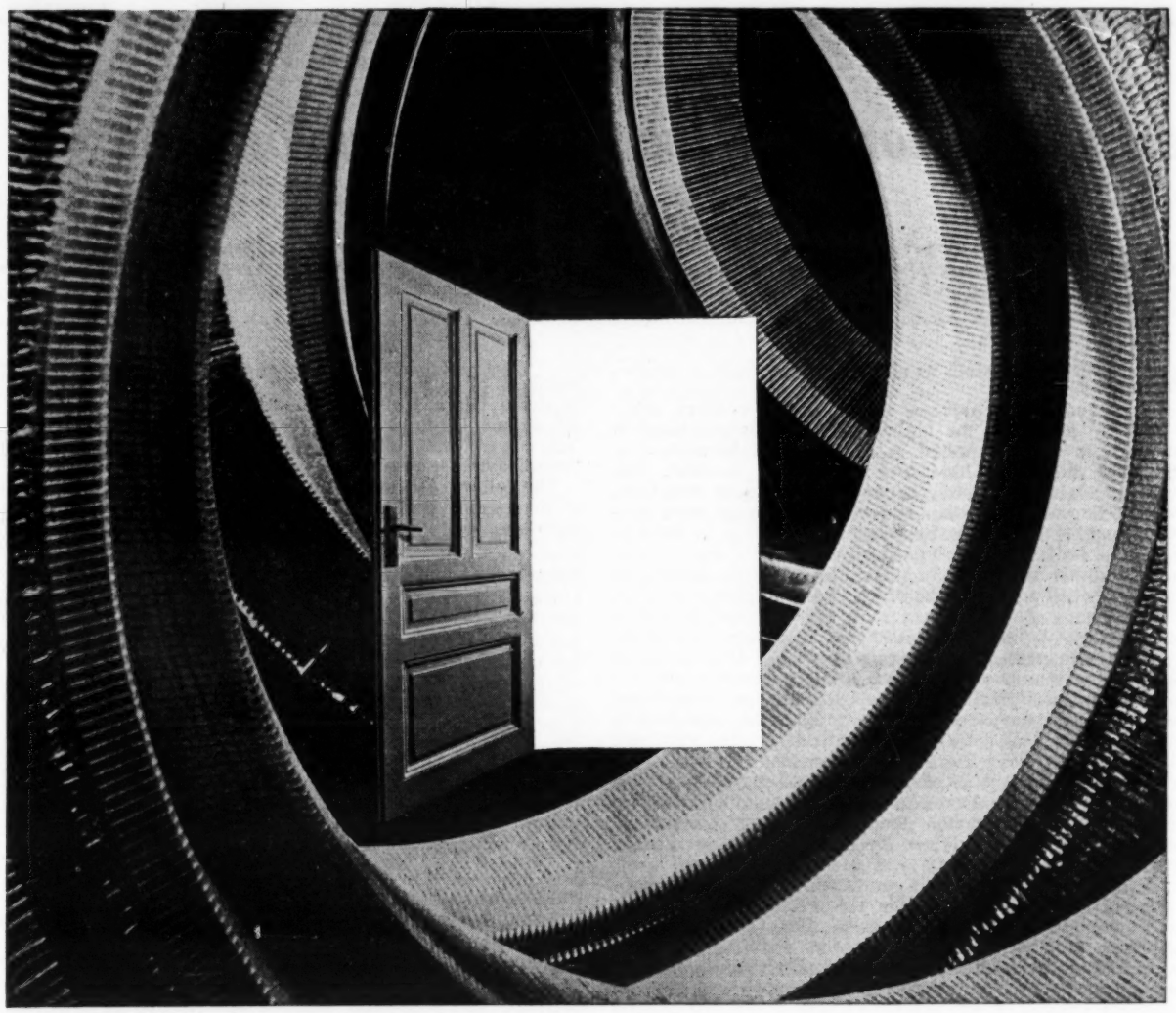
The 7,000-ton gross passenger-car-container ship 'Spero', which made her maiden voyage from Hull to Gothenburg in the England Sweden Line service on August 31, pictured during speed trials on the Clyde. Owned by Ellerman's Wilson Line Limited, Hull, 'Spero' achieved a mean trials speed of 18.9 knots.



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The International Passenger Survey for 1965

The results of the sample survey of passengers travelling to and from this country by air or by sea provide the basis for the estimates given in this article. The number of visits include holiday, business and all other visits except those for which the main purpose was employment, transit to other countries or migration. Military, merchant seamen and airline personnel on duty are also excluded.

Travel credits and debits

The total expenditure of overseas visitors in this country, other than on fares to and from the United Kingdom, is estimated to have continued to show a modest increase from £188 million in 1963 and £190 million in 1964 to £193 million in 1965. The expenditure of United Kingdom residents in overseas countries, similarly excluding fares, is estimated to have increased more substantially from £241 million in 1963 and £261 million in 1964 to £290 million in 1965.

The total number of visits completed by overseas visitors in 1965, including visits by residents of the Irish Republic was 3.4 million, an increase of 10 per cent over 1964. United Kingdom residents made nearly 6 million trips abroad including trips to the Irish Republic, an increase of 11 per cent over 1964. Both increases are slightly higher than those recorded in the previous year.

The increase in total credits from 1964 to 1965, just over 1 per cent, does not match the increase in the number of visits largely because of a reduction in the average length of stay per visit, and to a lesser extent, a fall in the average expenditure per head per day. On the other hand the increase in the total number of visits by United Kingdom residents was matched by a similar percentage increase in total debits; the percentage fall in the average length of stay being counterbalanced by an increase in the average expenditure per day.

These estimates of travel credits and debits replace the provisional figures for 1965 published in the 'Preliminary estimates of national income and Balance of Payments 1960 to 1965' (Cmnd. 2966) and corresponding quarterly figures in 'Economic Trends'. They are consistent with the area analysis published in 'United Kingdom Balance of Payments 1966'.

International passenger survey

The survey, which was started on the air routes at the end of 1961 did not cover all the main routes to and from the United Kingdom until the beginning of 1964. The tables which follow this article analyse the results of the survey for the years 1964 and 1965. The survey in 1965 covered the routes responsible for 83 per cent of the travel credits and 76 per cent of the travel debits. The principal omission is traffic between the United Kingdom and the Irish Republic which accounted in 1965 for 12 per cent of our credits and 20 per cent of debits. The Central Statistics Office for the Irish Republic provide estimates, based on sample inquiries, of travel credits and debits for this traffic. There are other minor omissions such as the traffic on the Scandinavian sea routes.

The following comments are based on an analysis of the results of the sample survey (i.e. excluding traffic to and from the Irish Republic and other traffic not covered).

Length of stay and expenditure per head

There has been a general fall in the average length of visit both for overseas visitors in this country and United Kingdom residents' visits overseas. The decrease from 1964 to 1965 was 6.5 per cent for visitors, from 23.0 days to 21.5 days and 4 per cent for United Kingdom residents from 17.3 days to 16.6. The former was accompanied by a drop in the average expenditure per day of nearly 4 per cent, a decrease which was wholly attributable to business visitors and others not on holiday; overseas holiday visitors increased their daily expenditure. The average expenditure per day of United Kingdom residents abroad increased by 2 per cent. In table (a) the average length of stay and the average expenditure per day and per visit for each principal Balance of Payments area and for each purpose is compared.

Purpose of visit

The survey distinguishes five different principal purposes of visit – holiday, business, studies, visits to friends or relatives, and other visits – but to avoid recording groups too small to have statistical significance visits for studies and visits to friends or relatives have been grouped with other visits to be classified as 'other.'

In 1965 a change in the classification of some of the visits having more than one principal purpose was introduced whereby such visits were classified as 'other'; previously they had been attributed to 'holiday' or 'business'. The analyses by purpose for 1964 and 1965 are not, therefore, strictly comparable, but table (b) following sets out for 1965 the proportions each purpose bears to the whole for the principal Balance of Payments areas. From this it can be seen that while over three-quarters of United Kingdom residents' visits to Western Europe were holiday visits less

Table (a). Average length of stay and average expenditure per day and per visit by balance of payments area and by purpose

	Year	Balance of Payments area				Total	Purpose of visit		
		North America	Western Europe	Other non-sterling	Overseas sterling (i)		Holiday	Business	Other
UNITED KINGDOM RESIDENTS:									
Average length of stay (days)	1964	42·2	14·7	29·3	60·7	17·3	16·6	12·3	36·2
Average length of stay (days)	1965	40·0	14·2	26·0	53·2	16·6	15·2	12·2	31·1
Average expenditure per day (£)	1964	2·5	3·0	2·8	1·8	2·8	2·8	5·1	1·3
Average expenditure per day (£)	1965	2·4	3·0	3·2	2·0	2·9	3·0	5·1	1·4
Average expenditure per visit (£)	1964	105·2	43·7	80·7	108·3	48·5	46·3	62·8	47·2
Average expenditure per visit (£)	1965	94·1	42·6	83·0	104·8	47·5	45·5	61·9	44·6
OVERSEAS VISITORS:									
Average length of stay (days)	1964	16·2	18·7	27·1	55·4	23·0	20·2	10·3	45·3
Average length of stay (days)	1965	14·6	17·6	26·1	51·6	21·5	17·8	9·8	35·8
Average expenditure per day (£)	1964	4·7	2·0	3·6	2·2	2·8	2·9	7·1	1·6
Average expenditure per day (£)	1965	4·5	2·0	3·0	2·2	2·7	3·2	6·7	1·5
Average expenditure per visit (£)	1964	76·4	38·1	96·1	123·5	63·9	58·3	72·7	71·1
Average expenditure per visit (£)	1965	66·3	35·8	77·1	113·3	57·6	56·7	65·6	53·3

(i) excluding the Irish Republic.

Table (b) Percentage of all visits and total expenditure by area, attributed to each principal purpose of visit – 1965

PURPOSE	UNITED KINGDOM RESIDENTS					OVERSEAS VISITORS				
	North America	Western Europe	Other non-sterling	Overseas sterling (i)	All Areas	North America	Western Europe	Other non-sterling	Overseas sterling (i)	All Areas
NUMBERS OF VISITS:										
Holiday	27	79	55	54	76	59	43	43	52	49
Business	27	12	22	21	12	15	26	24	16	21
Other	46	9	23	25	12	26	31	33	32	30
All	100	100	100	100	100	100	100	100	100	100
(000)	(147)	(4,200)	(143)	(148)	(4,638)	(864)	(1,400)	(177)	(349)	(2,790)
EXPENDITURE:										
Holiday	24	81	47	42	72	55	35	40	58	48
Business	41	11	40	40	17	21	31	31	17	24
Other	35	8	13	18	11	24	34	29	25	28
All	100	100	100	100	100	100	100	100	100	100
(£ million)	(13·8)	(179·0)	(11·9)	(15·5)	(220·2)	(57·3)	(50·1)	(13·7)	(39·4)	(160·5)

(i) excluding the Irish Republic.

than half the visits by Western European residents had holiday as their principal purpose. On the other hand over half the visits by North American residents were for holiday compared with only just over a quarter of United Kingdom residents who visited North America.

'Inclusive Tours'

About one-half of the United Kingdom residents travelling on holiday in 1965 were unable to distinguish the cost of their fares from the total cost of their visit – these travellers are roughly equivalent to travellers on 'inclusive tours'. The corresponding proportion for overseas visitors is less than one-fifth. The numbers are set out in Section VII of the tables.

Regions visited by overseas visitors (staying less than six months)

A supplementary survey, undertaken largely on behalf of the British Travel Association, provides some interesting figures for visitors staying in the United Kingdom for six months or less; these visits accounted for 93 per cent of all overseas visits covered by the survey. Only the 1964 figures have been analysed so far.

This survey shows that more than one-fifth of North American visitors and just under one-half of West European residents did not spend any part of their stay in hotels. Those staying a shorter time in the United Kingdom are more likely to stay in hotels, and many visitors staying longer spend only part of their stay in them. The proportion of nights spent in hotels is only 38 per cent for North Americans and 18 per cent for West European residents – just under 24 per cent for all overseas visitors. This is a rather lower percentage than that recorded by other European countries for which comparable information is available.

Two-thirds of all holiday visits and three-quarters of the business and other visits were spent in one location. London was the most popular for all visits of less than six months. Indeed, more than half of the overseas visitors (nearly 60 per cent of the North Americans) stayed only in London; but visits spent only in London tend to be shorter than visits including other parts of the country or spent wholly elsewhere; 44 per cent of the total nights were spent in London. The comparable figures for Scotland and Wales are 7 per cent and 2.5 per cent respectively. The proportion of the time spent by North American residents in Scotland was nearly double – 13 per cent. The International Passenger Survey figures are not a reliable guide to the proportion of time spent in Northern Ireland, because the traffic between the Republic of Ireland and the United Kingdom is not covered by the Survey.

Altogether about 230,000 overseas visitors spent at least one night in Scotland – equivalent to 9 per cent of all visitors; the proportion of holidaymakers visiting Scotland was rather greater (11 per cent); of business and other visitors considerably less (6 per cent). More than 100,000 North American residents stayed at least one night in Scotland – equivalent to one-seventh of all visitors from North America. One-sixth of the North American holiday-makers visited Scotland. About 6 per cent of the West European residents stayed overnight in Scotland and about 7 per cent of the West European holidaymakers. In each case the proportion of business and other visitors staying overnight in Scotland was very much less. Some 100,000 overseas visitors spent at least one night in Wales. Just under 4 per cent of the North American visitors stayed in Wales and just over 4 per cent of the North American holidaymakers. About 4 per cent of the West European residents spent at least one night in Wales and 5 per cent of the West European holidaymakers.

Only a negligible proportion of the overseas visitors stayed only in Scotland or only in Wales.

Reliability of the results

The International Passenger Survey provides a firmer basis for the estimates of 'travel' debits and credits in the Balance of Payments than was formerly available, but its use is bound to be a developing process. Improvements, prompted by the results of the early surveys, have been introduced, details of which were given in the article 'International Passenger Survey 1964', published in the *Board of Trade Journal* of September 10, 1965.

In 1965 some evidence appeared of a bias in the factors applied to the weighted sample, to account for non-contacts, refusals and traffic at airports or sea routes not covered. An adjustment has been made to the 1965 figures to bring them into a correct relationship with 1964. The cause of the discrepancy is still being investigated and when it is resolved it is possible that the figures of both United Kingdom residents returning and overseas visitors departing may have to be further amended, but it is thought unlikely such amendments, if they are needed, would affect the relation between credits and debits in 1964 and 1965.

'Travel' in the balance of payments statistics does not include passenger fares to and from the country visited; these are included under the heading of 'Transport'. A continuing problem arises from the fact that passengers travelling on 'inclusive tours' are unable to distinguish the cost of their fares from the cost of accommodation and other expenditure abroad. While some progress has been made in resolving this problem the estimates of expenditure of this category of traveller continue to be based on the assumption that their expenditure per head, country by country, and according to the main purpose of their visit, is broadly similar to that of comparable passengers travelling independently. Nearly a third of the passengers covered by the survey fall into this category.

The survey estimates are, of course, subject to sampling errors. Not all air and sea routes can be surveyed at all times, and some routes indeed carry so little traffic that they are not surveyed at all. Assumptions have been made about the traffic missed, but about 90 per cent of the passengers entering and leaving this country to destinations other than the Irish Republic travel on routes and at times when passengers are interviewed.

(*Continued on next page*)

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Every effort is made to ensure that the answers comply with the definition of the travel item adopted in the balance of payments accounts. For instance, visits wholly financed by organizations or individuals resident in the country visited, be they business visits or visits to friends or relations, lead to no expenditure being recorded. The expenditure of servicemen on leave and their families is attributed to the country which they serve.

Despite uncertainty about some of the answers to questions posed by the interviewers, and the fact that passengers may not always recall their expenditure precisely, there seems little reason to question the broad results of the survey.

Survey method

The system of interviewing passengers was explained in the *Board of Trade Journal* for August 23, 1963. Briefly, the Government Social Survey, on behalf of the Board of Trade, interviews a stratified random sample of passengers entering and leaving this country on all the principal air and sea routes, other than to the Irish Republic, to obtain information about international migration, tourism and the contribution of 'travel' expenditure to the balance of international payments.

On the long air routes nearly 7 per cent of the outgoing passengers and 4 per cent of the incoming passengers are interviewed at London Airport and Prestwick; 2 per cent of the short air route passengers in winter and 1 per cent in summer are also interviewed there. At the smaller airports the percentage sampled generally varies between half of one per cent and 4 per cent according to the time and the airport concerned. The sample weights are adjusted for known traffic densities, and appropriate allowance made for traffic not covered.

On the short sea routes, about 1 per cent of the winter traffic and half of one per cent of the summer traffic is interviewed. In a two-stage sample, cross-channel boats are sampled in proportion to the weight of traffic they are expected to handle, and a predetermined number of passengers is interviewed on each selected boat. On the long sea routes, every liner or other ship having more than 200 passengers arriving, or more than 100 passengers departing, is covered. One ship in every two of other ships carrying more than 12 passengers on these routes is also covered. Nearly 7 per cent of the outgoing and 4 per cent of the incoming passengers are sampled. A larger proportion of passengers leaving this country on the long sea and air routes is sampled in order to provide otherwise unavailable information about the sex, age, marital status and occupation of emigrants from this country, which supplements the data on the total numbers from the countries receiving emigrants.

The International Passenger Survey data on migrants is analysed by the General Register Office since it provides a major source of information enabling that Department to make the estimates of gross and net migration into and out of the population of England and Wales, and also (on behalf of the three Registrars General) of the United Kingdom, which it is required to provide at intercensal dates. Tables summarising the Survey's migrants' data are published annually in the 'Registrar General's Statistical Review, Part II' and in the 'Quarterly Return' for the third and fourth quarters.

The Survey's migrants' data, supplemented by material on immigrants from the Home Office and Ministry of Pensions and National Insurance, form the basis of estimates of migration to and from the United Kingdom (published in the 'Annual Abstract of Statistics') and England and Wales (published elsewhere in the 'Statistical Review, Part II'). The tables on emigrants derived from the Survey which appeared in the Oversea Migration Board's Annual Statistics for 1964 will be published (along with other data on United Kingdom emigrants supplied there) by the General Register Office for 1965 and subsequent years.

Altogether, nearly 250,000 successful interviews were made during 1965. The Board of Trade are grateful to all who have cooperated to make the survey a success, not least the travelling public, who continue to try to give all the information asked of them.

(*Tables continued on page* 696)

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Exts. 2479/2480).*

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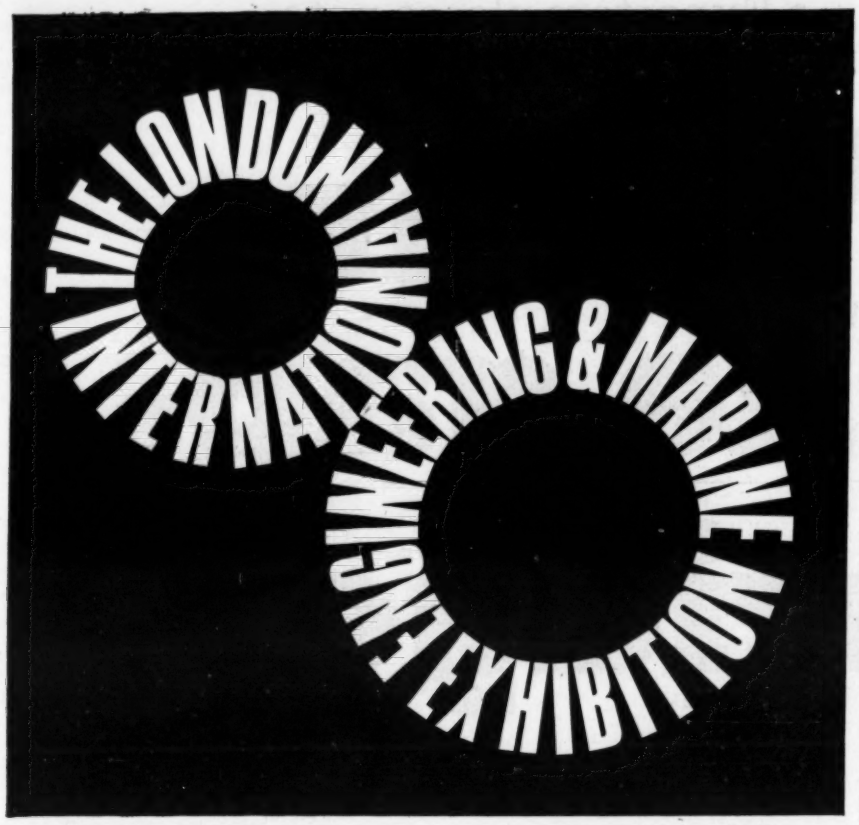

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Haddon Transformers Ltd.
Hagglund Industrial Limited
Hall Engineering Limited
Hancock & Company (Engineers) Limited
Hawker-Siddeley Dynamics Limited
Hayters Limited
Herbert Alfred Limited
Hilmor Ltd.
Hirschman F. Limited
Hirst Electric Industries Limited
Hirst Welding Rectifiers Ltd.
Invicta Electrodes Ltd.
Johnson Metal Company Limited, The
K. S. M. Stud Welding Limited
Kerry's (Ultrasonics) Limited
Kjellberg Eberle G.m.b.H.
Langley Alloys Limited
Lincoln Electric Company Limited
Linderfort Ltd.
Magnaflux Limited
Max Arc Limited
Meritus (Barnet) Limited
Messer Griesheim Limited
Milne C. S. & Company Limited
Murex Positioning Equipment
Murex Welding Processes Limited
Nederal N.V.
Nu-Plant Limited
Oerlikon Electrodes Limited
Philips Welding Limited
Planet Welding Equipment Limited
Pollock & Peel Limited
Portable Welders Limited
Pressure Control Limited
Pullmax (G.B.) Ltd.
Radyne Limited
Reyrolle A. & Co. Ltd.
Rockwell Limited
Rowland F. E. & Co. Ltd.
Royal Navy—Ministry of Defence
Rubery Owen & Company Limited (Welding Division)
Rubery Owen & Company Limited (Rowenarc Division)
Schlatter H.A. Limited
Sciaky Electric Welding Machines Limited
Smit Willem & Co's Transformotorenfabrick N.V.
Societe des Soudures
South London Electrical Equipment Limited
Stanelco Industrial Services Limited
Steelweld Limited
Steigerwald, K.H.G.m.b.H.
Suffolk Iron Foundry (1920) Limited
Superheater Co. Ltd. The
Trennjager (Great Britain) Limited
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PASSENGER SURVEY, *continued*

SUMMARY A. UNITED KINGDOM RESIDENTS RETURNING TO THE UNITED KINGDOM[1]

Country visited	Number of visits (000)		Expenditure (£ million)	
	1964	1965	1964	1965
United States	92	98	10·4	10·0
Canada	44	49	3·7	3·8
North America	136	147	14·1	13·8
France	724	829	25·8	27·0
Western Germany	327	373	9·9	10·8
Italy	618	703	36·1	38·2
Belgium and Luxembourg	315	318	7·7	8·0
Netherlands	235	261	5·8	6·5
Austria	234	245	10·9	11·4
Switzerland	319	348	14·5	16·7
Spain	709	803	37·0	41·1
Other Western Europe	275	320	16·5	19·3
Western Europe	3,756	4,200	164·2	179·0
Other non-sterling area	104	143	8·4	11·9
Australia and New Zealand	14	15	3·0	3·8
South Africa	15	16	2·2	2·5
Other sterling area	87	117	7·4	9·2
Overseas sterling area	116	148	12·6	15·5
ALL COUNTRIES	4,112	4,638	199·3	220·2

(1) In this and all subsequent tables of United Kingdom residents the following categories are excluded:
(i) traffic on all routes to and from the Irish Republic;
(ii) traffic on the sea routes to and from Scandinavia;
(iii) All visits whose main purpose was employment;
(iv) military, merchant seamen and airline personnel on duty;
(v) day trips on special excursion boats or planes, and cruises.

SUMMARY B. OVERSEAS VISITORS LEAVING THE UNITED KINGDOM BY ALL ROUTES[1]

Country of permanent residence	Number of visits (000)				Expenditure (£ million)	
	All visitors		British subjects and Commonwealth citizens (included in previous columns)			
	1964	1965	1964	1965	1964	1965
United States	580	687	45	55	44·3	45·1
Canada	156	177	149	171	11·9	12·2
North America	736	864	194	226	56·2	57·3
France	330	355	28	32	10·6	11·3
Western Germany	321	342	62	76	10·5	10·2
Italy	95	86	11	9	5·8	5·3
Belgium and Luxembourg	115	138	13	13	2·8	2·9
Netherlands	153	186	11	14	4·4	4·4
Austria	27	31	3	2	1·0	1·4
Switzerland	80	86	16	16	4·5	4·6
Spain	31	37	5	7	1·9	1·9
Other Western Europe	127	139	8	10	7·2	8·1
Western Europe	1,279	1,400	157	179	48·7	50·1
Other non-sterling area	183	177	29	31	17·6	13·7
Australia and New Zealand	76	90	72	86	11·4	13·0
South Africa	47	52	8	9	5·8	6·0
Other sterling area	182	207	157	179	20·2	20·4
Overseas sterling area	305	349	237	274	37·4	39·4
ALL COUNTRIES	2,503	2,790	617	710	159·9	160·5

(1) In this and all subsequent tables of overseas visitors the following categories are excluded:
(i) traffic on all routes to and from the Irish Republic;
(ii) traffic on the sea routes to and from Scandinavia;
(iii) all visits whose main purpose was transit or employment;
(iv) military, merchant seamen and airline personnel on duty;
(v) day trips on special excursion boats or planes, and cruises.

A. SECTION I. UNITED KINGDOM RESIDENTS RETURNING TO THE UNITED KINGDOM BY AIR

(a) Analysed by country visited (calendar years)

Country visited	Number of visits (000)		Expenditure (£ million)	
	1964	1965	1964	1965
United States	80	87	8·6	8·8
Canada	37	43	2·8	3·1
North America	117	132	11·4	11·9
France	334	362	13·1	14·4
Western Germany	137	150	4·5	4·6
Italy	332	394	21·0	22·8
Belgium and Luxembourg	123	128	3·2	3·1
Netherlands	124	133	3·3	3·4
Austria	78	92	4·3	4·7
Denmark, Norway and Sweden	68	82	3·4	3·9
Switzerland	141	159	7·1	8·5
Spain	500	587	27·3	31·0
Other Western Europe	120	161	8·1	10·9
Western Europe	1,957	2,248	95·3	107·3
Other non-sterling area	73	107	6·8	9·9
Overseas sterling area	92	125	8·9	12·2
ALL COUNTRIES	2,239	2,612	122·4	141·3

(b) Analysed by area visited (quarterly figures) [1]

Number of visits (000)

Year	Area visited			All Areas (1)
	North America	Western Europe	Overseas Sterling Area	
1964 1st quarter	17	206	18	246
2nd quarter	23	484	25	556
3rd quarter	50	1,033	32	1,144
4th quarter	27	234	17	293
Year	117	1,957	92	2,239
1965 1st quarter	15	218	26	273
2nd quarter	26	584	32	671
3rd quarter	60	1,171	43	1,317
4th quarter	31	275	24	351
Year	132	2,248	125	2,612

(1) Including other non-sterling area countries.

(c) Analysed by purpose of visit (quarterly figures) [1]

	Holiday	Business	Other	All purposes
Number of visits (000)				
1964 1st quarter	119	98	29	246
2nd quarter	394	129	33	556
3rd quarter	1,003	102	39	1,144
4th quarter	155	117	21	293
Year	1,671	446	122	2,239
1965 1st quarter	126	114	33	273
2nd quarter	458	148	65	671
3rd quarter	1,078	118	121	1,317
4th quarter	166	137	48	351
Year	1,828	517	267	2,612
Expenditure (£ million)				
1964	87·0	29·1	6·3	122·4
1965	95·1	33·1	13·1	141·3

(1) The figures for 1964 and 1965 are not strictly comparable because of a change in the classification of visits which include more than one principal purpose, which in 1965 were attributed to 'other' purposes.

(d) United Kingdom residents returning from Western Europe analysed by purpose of visit [1]

Main purpose	Number of visits (000)		Expenditure (£ million)	
	1964	1965	1964	1965
Holiday	1,495	1,662	74·3	83·3
Business	369	419	16·9	17·2
Other	93	167	4·1	6·8
ALL PURPOSES	1,957	2,248	95·3	107·3

(1) See footnote to Table A I (c).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week

PASSENGER SURVEY, *continued*

B. SECTION II. OVERSEAS VISITORS LEAVING THE UNITED KINGDOM BY AIR

(a) Analysed by country of permanent residence (calendar years)

Country of permanent residence	Number of visits (000)				Expenditure (£ million)	
	All visitors		British subjects and Commonwealth citizens (included in previous columns)			
	1964	1965	1964	1965	1964	1965
United States	432	519	38	48	34·1	35·7
Canada	117	142	113	137	8·8	9·8
North America	549	661	151	185	42·9	45·5
France	167	176	17	20	5·9	6·1
Western Germany	104	118	17	21	4·7	4·2
Italy	45	45	6	5	2·7	3·0
Belgium and Luxembourg	38	43	6	6	1·1	1·2
Netherlands	79	93	5	8	2·8	2·1
Denmark, Norway and Sweden	58	69	3	3	3·0	3·2
Switzerland	49	60	10	12	2·8	3·2
Other Western Europe	52	62	7	9	3·8	4·4
Western Europe	592	666	71	84	26·8	27·4
Other non-sterling area	136	133	23	23	13·6	11·2
Australia and New Zealand	33	40	31	39	5·1	5·6
South Africa	28	36	5	7	3·4	4·1
Other sterling area	143	171	124	147	15·7	17·0
Overseas sterling area	204	247	160	193	24·2	26·7
ALL COUNTRIES	1,481	1,707	405	485	107·5	110·8

(b) Analysed by area of permanent residence (quarterly figures)

Number of visits (000)

Year	Area of permanent residence					British subjects and Commonwealth citizens (included in previous columns)
	North America	Western Europe	Other non-sterling area	Overseas sterling area	ALL AREAS	
1964 1st quarter	53	107	24	27	211	62
2nd quarter	148	146	32	44	370	88
3rd quarter	249	203	49	80	581	162
4th quarter	99	136	31	53	319	93
Year	549	592	136	204	1,481	405
1965 1st quarter	67	125	18	37	247	73
2nd quarter	187	171	35	56	449	121
3rd quarter	296	213	51	97	657	188
4th quarter	111	157	29	57	354	103
Year	661	666	133	247	1,707	485

(c) Analysed by purpose of visit (quarterly figures)[1]

	Holiday	Business	Other	ALL PURPOSES
Number of visits (000)				
1964 1st quarter	78	91	42	211
2nd quarter	190	129	51	370
3rd quarter	355	110	116	581
4th quarter	135	119	65	319
Year	758	449	274	1,481
1965 1st quarter	78	108	61	247
2nd quarter	185	153	111	449
3rd quarter	327	119	211	657
4th quarter	112	135	107	354
Year	702	515	490	1,707
Expenditure (£ million)				
1964	51·3	34·0	22·2	107·5
of which British subjects and Commonwealth citizens spent	22·3	7·5	7·3	37·1
1965	47·4	34·1	29·3	110·8
of which British subjects and Commonwealth citizens spent	18·5	7·9	11·4	37·8

(1) The figures for 1964 and 1965 are not strictly comparable because of a change in the classification of visits which include more than one principal purpose, which in 1965 were attributed to 'other' purposes.

(d) Analysed by purpose of visit and area[1]

Number of visits (000)

Area of permanent resicence	Holiday		Business		Other		ALL PURPOSES	
	1964	1965	1964	1965	1964	1965	1964	1965
North America	366	351	106	122	77	188	549	661
Western Europe	212	180	264	304	116	182	592	666
Other non-sterling area	71	57	36	39	29	37	136	133
Overseas sterling area	109	114	43	50	52	83	204	247
ALL AREAS	758	702	449	515	274	490	1,481	1,707
of which British subjects and Commonwealth citizens	241	207	68	82	96	196	405	485

(1) See footnote to Table B II (c).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

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A. SECTION III. UNITED KINGDOM RESIDENTS RETURNING TO THE UNITED KINGDOM ON THE SHORT SEA ROUTES

(a) Analysed by country visited (calendar years)

Country visited	Number of visits (000)		Expenditure (£ million)	
	1964	1965	1964	1965
United States	1	—	0·4	—
Canada	—	—	—	—
North America	1	—	0·4	—
France	389	465	12·7	12·5
Western Germany	189	224	5·4	6·2
Italy	286	308	15·0	15·3
Belgium and Luxembourg	192	190	4·4	4·9
Netherlands	111	128	2·5	3·1
Austria	155	152	6·6	6·7
Switzerland	178	189	7·4	8·2
Spain	202	207	9·2	9·5
Other Western Europe	84	73	4·7	4·2
Western Europe	1,786	1,936	67·9	70·6
Other non-sterling area	30	35	1·5	1·8
Overseas sterling area	6	5	1·0	0·5
ALL COUNTRIES	1,823	1,976	70·8	72·9

(b) Analysed by area visited (quarterly figures)

Number of visits (000)

Year	Area visited		
	Western Europe	Rest of World	ALL AREAS
1964 1st quarter	119	3	122
2nd quarter	432	6	438
3rd quarter	1,130	25	1,155
4th quarter	105	3	108
Year	1,786	37	1,823
1965 1st quarter	105	2	107
2nd quarter	496	8	504
3rd quarter	1,228	26	1,254
4th quarter	107	4	111
Year	1,936	40	1,976

(c) Analysed by purpose of visit (quarterly figures)[1]

	Holiday	Business	Other	ALL PURPOSES
Number of visits (000)				
1964 1st quarter	92	12	18	122
2nd quarter	379	21	38	438
3rd quarter	1,072	22	61	1,155
4th quarter	78	13	17	108
Year	1,621	68	134	1,823
1965 1st quarter	73	10	24	107
2nd quarter	416	24	64	504
3rd quarter	1,108	20	126	1,254
4th quarter	67	14	30	111
Year	1,664	68	244	1,976
Expenditure (£ million)				
1964	62·9	2·8	5·1	70·8
1965	61·8	2·8	8·3	72·9

(1) The figures for 1964 and 1965 are not strictly comparable because of a change in the classification of visits which include more than one principal purpose, which in 1965 were attributed to 'other' purposes.

(d) United Kingdom residents returning from Western Europe analysed by purpose of visit[1]

Main purpose	Number of visits (000)		Expenditure (£ million)	
	1964	1965	1964	1965
Holiday	1,590	1,645	60·9	60·5
Business	67	68	2·4	2·7
Other	129	223	4·6	7·4
ALL PURPOSES	1,786	1,936	67·9	70·6

(1) See footnote to Table A III (c).

B. SECTION IV. OVERSEAS VISITORS LEAVING THE UNITED KINGDOM ON THE SHORT SEA ROUTES

(a) Analysed by country of permanent residence (calendar years)

Country of permanent residence	Number of visits (000)				Expenditure (£ million)	
	All visitors		British subjects and Commonwealth citizens (included in previous columns)			
	1964	1965	1964	1965	1964	1965
United States	111	132	4	3	5·8	5·5
Canada	25	23	22	22	1·4	1·0
North America	136	155	26	25	7·2	6·5
France	163	177	11	12	4·7	5·2
Western Germany	217	223	44	55	5·7	6·0
Italy	49	41	5	3	3·1	2·3
Belgium and Luxembourg	77	95	7	7	1·7	1·7
Netherlands	74	92	6	6	1·6	2·3
Other Western Europe	101	98	11	10	4·8	4·9
Western Europe	681	726	84	93	21·6	22·4
Other non-sterling area	41	40	4	6	3·2	2·0
Overseas sterling area	55	57	41	45	6·2	6·3
ALL COUNTRIES	913	978	155	169	38·2	37·2

(b) Analysed by area of permanent residence (quarterly figures)

Number of visits (000)

Year	Area of permanent residence					British subjects and Commonwealth citizens (included in previous columns)
	North America	Western Europe	Other non-sterling area	Overseas sterling area	ALL AREAS	
1964 1st quarter	8	86	4	7	105	33
2nd quarter	50	143	10	16	219	40
3rd quarter	67	372	20	22	481	60
4th quarter	11	80	7	10	108	22
Year	136	681	41	55	913	155
1965 1st quarter	7	65	5	6	83	28
2nd quarter	55	177	6	22	260	55
3rd quarter	81	399	24	22	526	64
4th quarter	12	85	5	7	109	22
Year	155	726	40	57	978	169

(c) Analysed by purpose of visit (quarterly figures)[1]

	Holiday	Business	Other	ALL PURPOSES
Number of visits (000)				
1964 1st quarter	65	18	22	105
2nd quarter	152	23	44	219
3rd quarter	355	26	100	481
4th quarter	61	14	33	108
Year	633	81	199	913
1965 1st quarter	41	13	29	83
2nd quarter	165	21	74	260
3rd quarter	344	21	161	526
4th quarter	51	16	42	109
Year	601	71	306	978
Expenditure (£ million)				
1964	23·2	4·1	10·9	38·2
of which British subjects and Commonwealth citizens spent	7·1	0·5	1·5	9·1
1965	21·8	4·1	11·3	37·2
of which British subjects and Commonwealth citizens spent	6·5	0·5	2·0	9·0

(1) The figures for 1964 and 1965 are not strictly comparable because of a change in the classification of visits which include more than one principal purpose which, in 1965, were attributed to 'other' purposes.

(d) Analysed by purpose of visit and area[1]

Number of visits (000)

Area of permanent residence	Holiday		Business		Other		ALL PURPOSES	
	1964	1965	1964	1965	1964	1965	1964	1965
North America	116	128	6	5	14	22	136	155
Western Europe	448	414	67	60	166	252	681	726
Other non-sterling area	29	17	5	3	7	20	41	40
Overseas sterling area	40	42	3	3	12	12	55	57
ALL AREAS	633	601	81	71	199	306	913	978
of which British subjects and Commonwealth citizens	121	114	8	8	26	47	155	169

(1) See footnote to Table B IV (c).

A. SECTION V. UNITED KINGDOM RESIDENTS RETURNING TO THE UNITED KINGDOM ON THE LONG SEA ROUTES

(a) Analysed by country visited (calendar years)

Country visited	Number of visits (000)		Expenditure (£ million)	
	1964	1965	1964	1965
United States	11	9	1·4	1·2
Canada	7	6	0·9	0·7
North America	18	15	2·3	1·9
Other non-sterling area	14	17	1·1	1·3
Australia and New Zealand	6	6	1·1	1·2
South Africa	7	7	1·0	1·0
Other sterling area	5	5	0·6	0·6
Overseas sterling area	18	18	2·7	2·8
ALL COUNTRIES	50	50	6·1	6·0
Quarters				
1st	11	12	1·3	1·6
2nd	12	13	1·9	1·8
3rd	15	14	1·5	1·4
4th	12	11	1·4	1·2
Year	50	50	6·1	6·0

(b) Analysed by purpose of visit[1]

	Holiday	Business	Other	ALL PURPOSES
Number of visits (000)				
1964	39	3	8	50
1965	29	4	17	50
Expenditure (£ million)				
1964	4·5	0·6	1·0	6·1
1965	3·3	0·7	2·0	6·0

(1) The figures for 1964 and 1965 are not strictly comparable because of a change in the classification of visits which include more than one principal purpose, which in 1965 were attributed to 'other' purposes.

B. SECTION VI. OVERSEAS VISITORS LEAVING THE UNITED KINGDOM ON THE LONG SEA ROUTES

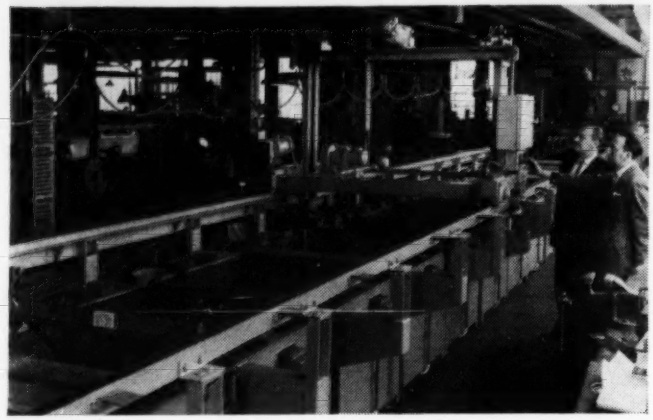
(a) Analysed by country of permanent residence (calendar years)

Country of permanent residence	Number of visits (000)				Expenditure (£ million)	
	All visitors		British subjects and Commonwealth citizens (included in previous columns)			
	1964	1965	1964	1965	1964	1965
United States	37	36	3	4	4·4	3·9
Canada	14	12	14	12	1·7	1·4
North America	51	48	17	16	6·1	5·3
Other non-sterling area	12	12	4	4	1·1	0·8
Australia and New Zealand	18	20	17	19	3·0	3·1
South Africa	9	8	2	2	1·4	1·1
Other sterling area	19	17	17	15	2·6	2·2
Overseas sterling area	46	45	36	36	7·0	6·4
ALL COUNTRIES	109	105	57	56	14·2	12·5

(b) Analysed by area of permanent residence (quarterly figures)

Number of visits (000)

Year	North America	Rest of World	ALL AREAS
1964 1st quarter	3	8	11
2nd quarter	13	11	24
3rd quarter	26	25	51
4th quarter	9	14	23
Year	51	58	109
1965 1st quarter	3	8	11
2nd quarter	13	10	23
3rd quarter	24	23	47
4th quarter	8	16	24
Year	48	57	105



Testing a fully automatic Glydo plant before export to the Far East by W. Canning & Co. Ltd., Birmingham. This 24 station, programmed Glydo, is for the bright zinc plating of automobile components and has six bright zinc plating stations followed by two passivation processes.

(c) Analysed by purpose of visit (quarterly figures)[1]

	Holiday	Business and Other	ALL PURPOSES
Number of visits (000)			
1964 1st quarter	7	4	11
2nd quarter	18	6	24
3rd quarter	42	9	51
4th quarter	17	6	23
Year	84	25	109
of which British subjects and Commonwealth citizens	44	13	57
1965 1st quarter	6	5	11
2nd quarter	15	8	23
3rd quarter	30	17	47
4th quarter	14	10	24
Year	65	40	105
of which British subjects and Commonwealth citizens	34	22	56
Expenditure (£ million)			
1964	11·3	2·9	14·2
of which British subjects and Commonwealth citizens spent	6·8	1·6	8·4
1965	8·2	4·3	12·5
of which British subjects and Commonwealth citizens spent	5·1	2·6	7·7

(1) The figures for 1964 and 1965 are not strictly comparable because of a change in the classification of visits which include more than one principal purpose, which in 1965 were attributed to 'other purposes'.

PASSENGER SURVEY, *continued*

SECTION VII. HOLIDAY VISITS ON INCLUSIVE TOURS

(a) United Kingdom residents returning to the United Kingdom whose main purpose of visit was holiday

Numbers (000)

Area Visited	*Short Sea Routes				†Air Routes				‡Long Sea Routes			
	All Holiday Visits		Holiday Visits on inclusive Tours		All Holiday Visits		Holiday Visits on inclusive Tours		All Holiday Visits		Holiday Visits on inclusive Tours	
	1964	1965	1964	1965	1964	1965	1964	1965	1964	1965	1964	1965
Western Europe	1,590	1,645	563	604	1,495	1,662	866	1,091	12	14	N.A.	N.A.
Rest of World	31	19	N.A.	N.A.	176	166	37	57	27	15	N.A.	N.A.
ALL AREAS	1,621	1,664	570	609	1,671	1,828	903	1,148	39	29	4	4

* Excludes travel on Scandinavian or Irish Channel routes and day trips.
† Excludes travel between the United Kingdom and the Irish Republic.
‡ Excludes cruises.

(b) Overseas visitors leaving the United Kingdom whose main purpose of visit was holiday

Numbers (000)

Area of permanent residence	*Short Sea Routes				†Air Routes				‡Long Sea Routes			
	All Holiday Visits		Holiday Visits on inclusive Tours		All Holiday Visits		Holiday Visits on inclusive Tours		All Holiday Visits		Holiday Visits on inclusive Tours	
	1964	1965	1964	1965	1964	1965	1964	1965	1964	1965	1964	1965
North America	116	128	45	59	366	351	67	79	43	31	7	5
Western Europe	448	414	41	59	212	180	11	17	3	3	N.A.	N.A.
Rest of World	69	59	N.A.	N.A.	180	171	7	14	38	31	N.A.	N.A.
ALL AREAS	633	601	95	123	758	702	85	110	84	65	10	7

* Excludes travel on Scandinavian or Irish Channel routes and day trips.
† Excludes travel between the United Kingdom and the Irish Republic.
‡ Excludes cruises.

Robert Hough

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Turnover of the catering trades, laundries, dry cleaners and hairdressers in July

THE CATERING, laundry, dry cleaning and hairdressing trades all continued to show increases in turnover in July this year when compared with July 1965 fairly similar to those on average during the first half of the year.

Catering trades

The total turnover of the catering trades in July was 6 per cent higher than a year earlier. This was the same rate of increase as recorded for the first six months of the year.

Each of the broad kinds of business shown separately in table 1 showed increases in July much in line with the average for the earlier months of the year.

Laundries and dry cleaners

In July the turnover of laundries and of dry cleaners was higher than in July 1965. For laundries the increase of 3 per cent was the same as during the first half of the year. For dry cleaners the increase in July at 4 per cent was a little lower than for the first half year but this series tends to move erratically.

Hairdressers

The turnover of all hairdressers in July was 4 per cent higher than a year earlier. This was an increase very similar to the average for earlier months of the year. The receipts of both men's hairdressing and men's hairdressing-tobacconist shops and women's, etc., hairdressing shops, when considered separately, continued to show increases on a year earlier similar to those on average during the first half of the year.

Table I. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,985 million)	1964	100	84	101	115	101	82	81	87	91	103	107	118	119	108	100	93	108
	1965	106	88	108	119	107	85	88	90	101	105	116	123	124	113	108	98	114
	1966	108(b)	94	114			91	92	97	107	111	122	130					
	1965	+6	+5	+7	+4	+6	+3	+8	+4	+11	+1	+9	+4	+4	+4	+8	+5	+6
	1966	+6(c)	+7	+6			+7	+5	+8	+6	+7	+5	+6					
Licensed hotels and holiday camps (£286 million)	1964	100	67	105	140	88	61	63	75	84	103	124	146	152	126	104	76	84
	1965	105	71	111	146	94	64	69	77	92	102	133	153	158	130	112	80	89
	1966	104(b)	74	116			69	71	82	95	109	138	164					
	1965	+5	+5	+6	+4	+7	+5	+10	+3	+10	Nil	+7	+5	+4	+3	+8	+6	+7
	1966	+5(c)	+5	+5			+7	+2	+7	+3	+7	+4	+7					
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	84	103	118	95	80	82	88	92	104	110	120	127	110	98	94	95
	1965	106	89	110	125	103	86	88	91	101	104	121	127	134	116	107	99	102
	1966	108(b)	93	115			91	91	97	104	112	126	132					
	1965	+6	+6	+7	+6	+8	+6	+7	+4	+10	Nil	+9	+5	+6	+6	+9	+6	+8
	1966	+5(c)	+5	+5			+6	+3	+6	+3	+7	+5	+4					
Public houses (£1,033 million)	1964	100	85	99	110	106	86	82	88	90	103	103	114	112	104	99	95	120
	1965	106	89	107	114	112	87	89	90	103	104	113	118	116	109	108	99	126
	1966	108(b)	97	115			94	96	100	111	112	120	125					
	1965	+6	+4	+8	+4	+6	+1	+9	+3	+14	+1	+10	+3	+3	+5	+9	+5	+5
	1966	+7(c)	+9	+7			+8	+7	+10	+8	+7	+6	+6					
Canteens (d) (£145 million)	1964	100	99	100	94	107	99	101	98	103	100	97	93	86	101	106	111	105
	1965	104	107	102	96	112	106	107	108	101	110	97	96	91	100	109	117	111
	1966	106(b)	110	104			109	109	111	104	111	99	99					
	1965	+4	+8	+2	+2	+5	+7	+6	+10	+1	+10	Nil	+3	+5	—1	+3	+5	+6
	1966	+2(c)	+2	+2			+3	+2	+3	—3	+1	+2	+3					

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The July 1966 period was the four weeks from July 3, 1966 to July 30, 1966; the July 1965 period was from July 4, 1965 to July 31, 1965.
(b) Index number for period January to July 1966.
(c) Percentage change for period January to July 1966, compared with corresponding period of 1965.
(d) Includes catering contractors; outside catering contractors are included with restaurants, cafes, etc.

(*Continued on next page*)

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Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	125(b)	121	128			112	122	127	121	135	129	131					
	1965	+5	+4	+4	+7	+7	+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	+7
	1966	+4 (c)	+6	+3			+2	+7	+8	+1	+4	+4	+3					
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123(b)	121	124			116	122	123	118	129	126	128					
	1965	+5	+4	+3	+6	+7	+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	+6
	1966	+3 (c)	+4	+3			+1	+6	+5	+2	+3	+4	+3					
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	129(b)	121	135			106	121	134	127	144	134	137					
	1965	+6	+4	+4	+9	+8	+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	+8
	1966	+6 (c)	+9	+4			+3	+9	+14	—1	+7	+5	+4					

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table I.

Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	114(b)	110	116			105	108	114	115	118	114	120					
	1965	+3	+1	+3	+3	+3	+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	+4
	1966	+3 (c)	+4	+2			+3	+2	+6	+1	+4	+1	+4					
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	116(b)	112	117			114	110	112	114	117	120	126					
	1965	+4	+4	+3	+3	+5	+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	+7
	1966	+4 (c)	+3	+4			+3	+2	+4	+6	+5	+2	+4					
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114(b)	109	115			102	107	115	115	118	113	118					
	1965	+2	Nil	+3	+3	+3	+1	Nil	—1	+5	+2	+2	+3	+5	+2	+4	Nil	+3
	1966	+3 (c)	+4	+1			+2	+3	+6	—1	+4	Nil	+3					

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table I.

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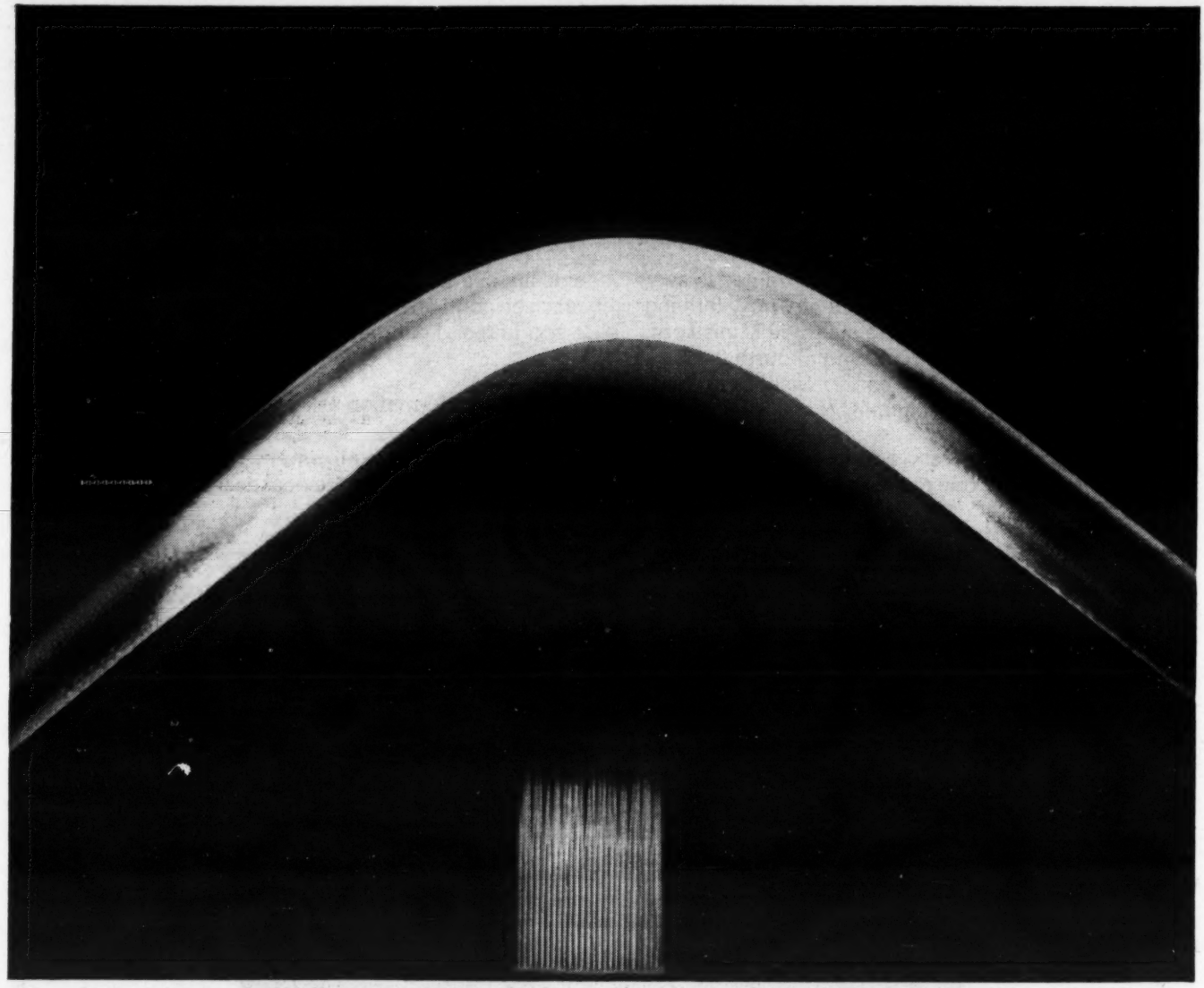

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The revolution in gas production methods and the exciting North Sea gas finds are further telling reasons why you should consult the Industrial Gas Engineer. A phone call or letter to the Industrial Gas Officer of your Gas Board is all that is needed.

HIGH SPEED GAS

Exhibitions and Fairs

No Bank Holiday at Cologne men's fashion fair

A report from the Commercial Department, British Embassy, Bonn.

THE RECENT August Bank Holiday weekend was spent in Cologne by 27 member firms of the Clothing Manufacturers' Federation of Great Britain, the Shirt, Collar and Tie Manufacturers' Federation and the Tie Manufacturers' Association (not to mention 14 other British firms exhibiting independently or through their agents). The reason? Participation in the International Men's Fashion Week from August 26-28, under the sponsorship of the Board of Trade.

The joint venture undertaken by the three trade associations named above was the largest since 1961. It meant a very strenuous weekend for all concerned and a field-day if not exactly a holiday for some.

The following table gives a breakdown of the 17,800 buyers and 568 direct and indirect exhibitors. Great Britain with 41 represented firms compared with Italy's 38 firms – a remarkable increase in British interest compared with recent years.

	Home	Abroad	Total
1. *Visitors*			
Buyers' cards sold to trade visitors from 42 countries . . .	12,050	5,750	17,800
2. *Exhibitors*			
Exhibitors from 17 countries . . .	321	178	499
Other represented firms.	3	66	69
3. *Floor areas in sq. ft.*			
Net rented stand area .	111,235	52,655	163,890
Gross display area occupied . . .	—	—	353,105

The exhibition which catered for men's clothing for every possible occasion occupied three large halls (353,000 square feet) and bids fair to exceed this very considerably in 1967. By 1968, so great is the demand for space, the chances are that the entire exhibition will be transferred to the eastern and more modern side of the exhibition grounds with incalculable advantage to the exhibitors.

This year's show was noteworthy for its emphasis on things to come while retaining the conservative/traditional look for those who felt disinclined to go the whole way with the new trends. Among our own exhibitors there were some who felt that we led the way in *avant garde*, youthful fashions with the rest of the field trailing a year behind. Be this as it may, they certainly made the desired impact if one can believe their comments. 'Fabulous' – 'Fantastic' – and another exhibitor in reply to the question, 'Have you taken any orders?' 'Are you kidding – in the thousands of pounds.'

From cuff links through ties, shirts, suits, slacks, trouser presses in and out of Carnaby Street and Threadneedle Street the British exhibit stood up well to the test and at the end had its reward in terms of orders worth some £60,000.

Success depends largely on the degree of preparation but unfortunately not every exhibitor gives this aspect of exhibiting abroad the attention it not only deserves but absolutely requires. If it is any consolation to the earnest but relatively unsuccessful trier, some fail at the first attempt simply because of the nature of the opposition at this stage – unbeatable prices, tariff barriers, etc. This, while no deterrent, does, unhappily, occur at some joint ventures. It is not, however, a good or valid reason for condemning the position of the stand out of hand. More constructively, many exhibitors comment, 'Nobody really knows what we can do at a fair until we try and the Board of Trade is helping us to try.' Of those who tried this time, 13 firms shared the reported business with orders ranging from £750 through four and five figures to the total of £60,000. This in itself is nothing, they said. What they meant of course, was that if it became £600,000 or £6 million in the fullness of time it would mean something. There is no good reason why it should not as we know from experience.

Of the remaining firms, one reported large sales by quantity but had not had time to ascertain the figures. Two others came rather to explore and test the market than to sell and they reported 'objectives achieved'. Four more exhibitors took small sample orders and expressed satisfaction at the number of inquiries.

The majority of the participants on the joint stand were agreeably surprised by third country interest.

The joint stand, on an upper floor, was designed by the Central Office of Information and executed by a German contractor. It attracted a steady flow of buyers and some criticism from a few exhibitors who attributed little or no business solely and entirely to its position. Here, however, are the verbatim comments of three exhibitors:

'I sold as much here on the first day as during the whole of Imbex.'

'This is honestly the most fantastic exhibition we have ever attended. We are amazed

(*Continued on next page*)

The stand of one of the 27 member firms of three trade associations which collaborated in a joint venture with the Board of Trade at the 1966 Cologne International Men's Fashion Week. Fourteen other firms exhibited independently or through their agents.

Mr. Darling visits Austria and Czechoslovakia

MR. GEORGE DARLING, Minister of State, Board of Trade is visiting Austria and Czechoslovakia from September 12 to 17, to see the British contributions to two international exhibitions.

Mr. Darling went first to Brno where the International Trade Fair, Czechoslovakia's largest annual exhibition is being held from September 11 to 20. The Board of Trade has organized an information inquiry stand at this predominantly engineering event where over 50 British firms are exhibiting independently throughout the Fair. Mr. Darling toured these stands on September 15 which the Fair authorities have designated 'British Day'. The British exhibits cover plastics powders to diesel engines and tubing to electronic instruments. Taking into account representation through European agents, the products of no less than 150 British companies are on show. The official inquiry stand provides general information about British industry and features a unique trench digger as an example of advanced British engineering. In addition, a section of the stand is devoted to the BBC broadcasting services where information about the British radio programmes in Eastern Europe is available.

On September 16 the Minister will visit the British Pavilion at the International Autumn Trade Fair, Vienna. This event is open from September 11 to 18. With some 50 firms exhibiting in the Pavilion, the British participation forms one of the largest foreign sections. 'Joint venture' displays with the Birmingham Engineering and Building Centre, the Dundee Chamber of Commerce and the British Radio Equipment Manufacturers Association have been organized in collaboration with the Board of Trade, who also arranged the participation of individual exhibitors. Visitors to the Pavilion will see displays illustrating outstanding British technological achievements such as hovercraft, nuclear power, aircraft, commercial vehicles, medical equipment and electronics. Another feature is four room settings containing well designed consumer goods and a display of sports and leisure equipment. These exhibits were chosen from the Design Index of the Council of Industrial Design. A trade information stand is being manned by British Embassy staff.

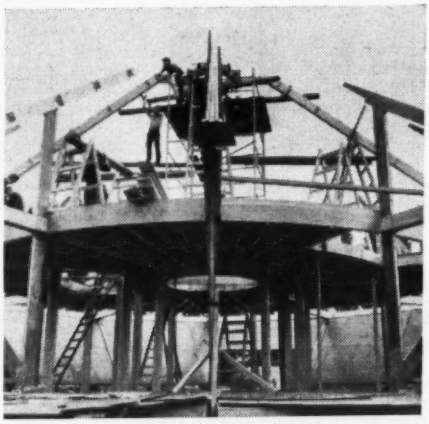
In addition to the British Pavilion exhibitors, many other British companies are known to be participating elsewhere in the Fair on the stands of Austrian agents, and Mr. Darling hopes to visit as many as he can on the morning of Saturday, September 17.

Big carpet display at Lyons British Week

SIXTEEN MEMBERS of the Federation of British Carpet Manufacturers Export Group will be showing their latest ranges of Axminster and Wiltons at the forthcoming British Week in Lyons (October 21 to 29). This joint display, which will cover an exhibition area of 1,500 square feet, will be one of the most important features of the Design Pavilion in the Cours de Verdun, centre-piece of the British Week. Manufacturers will show their own merchandise on individual stands, and at the same time benefit from the impact and colour of the massed exhibition.

The emphasis of the exhibition will be on the patterned Axminster weave which is ideal for reproducing delicately coloured French period and multi-coloured English floral designs, especially floral chintzes. Also on display will be plain Wiltons, such as the famous 'Wessex' range which is made in 20 colours and 10 widths up to 15 ft. (457 cm.). There will be examples of modern British design trends in narrow and 'broadloom' widths.

The British carpet industry is the largest producer of carpets in Europe, Axminster and Wilton woven carpets worth more than £105 million being sold in 1965. Exports to France have risen from about £58,000 in 1961 to approximately £225,000 in 1965.



Trial erection of the main timber structure of the Corporation of London's new City Pavilion at the Caversham works of Samuel Elliott and Sons Limited. Its first public showing will be at the British Week in Lyons next month.

COLOGNE EXHIBITION *continued*

at the business from third countries. The Board of Trade could not do enough for us. They have hovered around and nursed us from the word go.' (While talking to this exhibitor at the last minute of the last day an order for 500 items was being booked).

'Delighted–we had as much business in the way of orders (£3,500) and inquiries as we could cope with.'

The stand was visited by Mr. D. N. Royce, commercial counsellor at the Embassy and Herr Theodor Burauen, Lord Mayor of Cologne, accompanied by Herr von der Heyde and Dr. R. Krugmann, joint directors of the fair.

Miami store buyers' visit

THE BOARD OF TRADE have been advised that the following buyers from Jordan Marsh, Miami, will be visiting Britain from September 25-October 2 and October 16-October 23. The store will be holding a promotion from February 20-March 4, 1967, featuring consumer goods from Britain. Manufacturers and exporters wishing to meet these buyers should contact the London Buying House which is Metasco Inc., 167 Oxford Street, London, W.1 (Tel. Gerrard 3301).

Name of Buyer	*Merchandise Sought*
(September 25-October 2)	
Mr. J. McQuade	Divisional Merchandise manager – Home furnishing and smallwares
Miss Ransick	China, glassware and bar accessories
Mr. M. Rosette	Draperies and piece-goods
(October 16-October 23)	
Mr. B. Yaffe	General merchandise manager (soft lines)
Mr. J. Blum	Divisional merchandise manager – Women's sportswear and children's wear
Mr. S. Sprintz	Divisional merchandise manager – Accessories, cosmetics, lingerie, robes, etc.
Mr. M. Finelli	Divisional merchandise manager – Men's and boys' wear
Miss J. Lowentahl	Better dresses

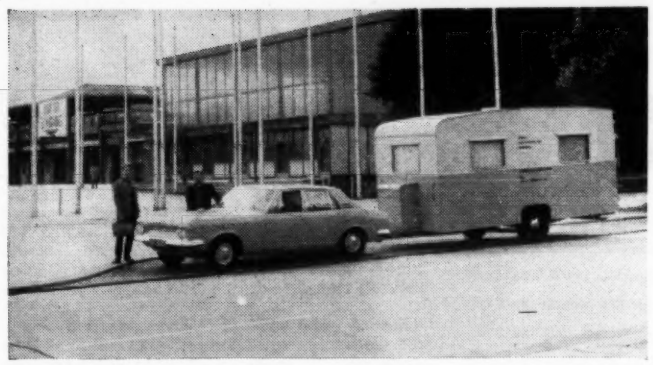
'Scottish Market' for British Week, Lyons

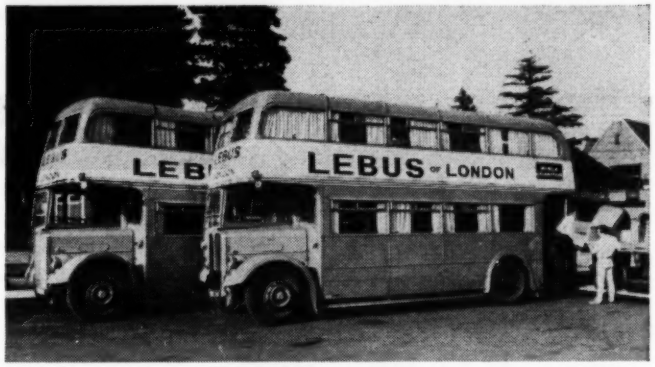
A NUMBER of Scottish firms have collaborated in putting on a joint promotion of their goods during the British Week in Lyons (October 21 to 29) at one of the leading department stores.

This joint promotion, which will be known as 'Le Petit Marche Ecossais', will take the form of a street market lined with gay stalls with colourful awnings, where Scottish tinned food and preserves, tweeds and tartans, jewellery, perfumes and toilet preparations, and Scottish crafts will be on sale. The display has been arranged by Mr. J. Davidson, Commercial manager of W. A. Baxter and Sons of Fochabers, and Mr. Douglas Anderson of Kinloch Anderson Ltd., Edinburgh, who have had many applications from other manufacturers anxious to be represented.

Among the many attractive products on sale will be engraved glassware, key-rings in the form of miniature sporrans, marmalade that has matured in whisky casks for five years, and haggis. Baxter's, Scotland's biggest producer of haggis, will be taking a large supply to France in order that the citizens of Lyons may sample this peculiarly Scottish dish. The Fochabers company is also arranging cookery demonstrations–a bold step in a city that is considered the home of French cooking–to tempt French housewives to try some of their canned specialities. Kinloch Anderson fabrics, on the other hand, will already be familiar to the Lyonnais, for tartan is enjoying one of its biggest popularity booms for many years. The Edinburgh firm carries a permanent stock of 250 different tartans, not to mention a wide range of tweeds, and are one of the most noted of Scottish kilt-making businesses. They do in fact supply complete highland dress from brogues to bonnet, and will demonstrate this by having beside their stall the figure of an officer of one of the Highland Regiments, arrayed in all his military finery. For Lyons they are hoping to include a mail order buying system for tartans, so that visitors can select a pattern from their sample books, fill in an order form and have the cloth delivered within days.

Of particular interest will be the modern usage of Portsoy marble–the stone from the Moray Firth area of the north of Scotland which was used in the eighteenth century for one of the fireplaces for the Palace of Versailles. Today this beautiful stone is being used for jewellery–pendants, brooches, earrings, rings–as bases for table lighters and as decoration for hundreds of other items. As well as being the source of this marble Portsoy is also the place where W. A. Baxter and Sons have their grouse and pheasant estates.





A mobile exhibition unit (left) containing a working display of the range of industrial instruments made by Walker Crosweller, a subsidiary of Arkon Instruments Ltd., Cheltenham, on arrival at the 3rd International Waste Water Treatment Exhibition in Munich recently. This display was transferred to the stand of the company's agent. Also using mobile displays are Lebus of London Ltd., whose two converted London buses (right) contain examples of the range of Lebus furniture. They have been operating on the Continent for over a year, visiting Germany, Holland, Switzerland, France and Austria. During this period Lebus exports have risen by 50 per cent.

Mr. Mason addresses British Swiss Chamber of Commerce

MR. ROY MASON, Minister of State, Board of Trade, visited the British stands at the International Nuclear Industries Fair (Nuclex '66) in Basle on Tuesday, September 13 – 'British Day' at the Fair – and afterwards addressed the British Swiss Chamber of Commerce at a luncheon.

After referring to the fact that Britain has produced more electricity in atomic power stations than the rest of the world put together and to the development of the advanced gas-cooled reactor, Mr. Mason said that a major part of our development work is now aimed at producing a third generation of nuclear power stations using the fast breeder reactor; we are also studying, with other OECD countries, the possibilities of a very advanced type of gas-cooled reactor.

'We have the know-how and we have the experience in nuclear power production,' he continued. 'The British nuclear industry is thus exceptionally well able to supply any requirement, large or small, in the nuclear field.'

After referring to Anglo-Swiss trade in general, Mr. Mason went on: 'Today Basle is, in a very real sense, the junction linking EFTA and the EEC. Here, above all, one realizes the absurdity of tariff barriers splitting Europe into two economic groups. It is our policy, and yours, to work towards what your president, Herr Schaffner, has described as "an all-European economic solution of the integration problem." Both before and after this comes, I am confident that the commercial and economic ties between Britain and Switzerland will go on growing and strengthening and that trade between our two countries will continue to increase to the benefit of both nations.'

Scientific Instruments exhibition

AN exhibition aimed at showing the general public and students the part which instruments now play in factories, schools, hospitals and laboratories is being mounted in The Design Centre from October 5 to November 19. Called 'Scientific Instruments', the exhibition will explain the function and development of some 40 instruments, ranging from a radioactivity demonstration set and an aircraft automatic landing system to medical diagnostic equipment and instruments used for analyzing samples. The exhibition is being organized by the Scientific Instrument Manufacturers' Association in conjunction with the Council of Industrial Design; it coincides with the 50th anniversary of the foundation of SIMA.

Lord McFadzean briefs British-Mexican Businessmen's Committee

A 'BRIEFING DINNER' was given on September 6 by Lord McFadzean, chairman of BNEC, in his capacity as leader of the group of 30 leading British industrialists, members of the British-Mexican Businessmen's Committee, who will be holding a conference with their Mexican opposite numbers before attending the British Industrial Exhibition in Mexico next month.

This is the first British trade fair to be held in Latin America since 1931, and comes at a time when both government and industry in this country are re-discovering the importance of these territories as an export market. (Mr. Roy Mason, Minister of State at the Board of Trade, leaves on September 18 for a tour of Brazil and Venezuela specifically concerned with increasing exports to those countries).

It is hoped that the Mexico exhibition will draw buyers from the whole of Latin America, which is one of the world's greatest growth areas in terms of both industrial expansion and population. Britain provides barely 5 per cent of the area's total imports, which are currently valued at £3,000 million. Of this 5 per cent, Mexico accounted last year for £18½ million, and over 60 per cent of that was in machinery. The Mexican Government is giving priority to industrialization, hence the key importance of the British exhibition.

The British-Mexican Businessmen's Committee is holding a one-day conference of 'strictly business' discussions with the Mexicans directly related to two-way trade between Mexico and the United Kingdom. British firms represented cover machine tools, textile machinery, all major branches of engineering, iron and steel plant, desalination and chemical plant. Lord McFadzean's dinner was equally a business occasion, aimed at pooling delegates' aims and information, and developing a plan of campaign for this valuable export market.

New Pavilion of Technology

A PREVIEW was held last week of a Pavilion of British Technology. This pavilion, designed by Peter Daniell of the Central Office of Information's Exhibitions Division, was produced on behalf of the Board of Trade. Destined for British promotions overseas, the pavilion is designed to show some of the outstanding achievements Britain has pioneered in the field of technology. The first public showing will be in Lyons, as part of the centrepiece for the British Week being held from October 21-29.

The dome shaped building, approximately 24 ft. high and covering an area of some 4,000 sq. ft., is as modern as the exhibits inside. A visible skeleton is composed of aluminium alloy tubing with a silvered plastic sheeting underneath. The building can be erected and dismantled in a very short time as no bolts, rivets or welding are required, joints being made by inserting flattened tube ends into prepared slots. In addition, this method of construction gives the dome a tensile strength 50 per cent greater than that of welded structures.

The darkened circular interior creates an impressive effect while skilful use is made of concealed and spot lighting. The convex information desk and lounge area are formed and shielded by panels framed in aluminium tube—repeating the exterior design. The perimeter of the pavilion houses 11 separate alcoves each containing a display in such spheres of technology as automation, modern transport, fuel and power, communications, medicine, instrumentation and several aspects of research. This last field will include the use of laser beams to carry power and the transmission of television by infra-red light as well as examples of accelerated freeze dried foods. A working model of an experimental monorail system will be featured as will a revolutionary electron microscope and a modern miniature computer. Screens above each alcove will show appropriate films projected from concealed equipment over the information area. Other displays will illustrate Britain's lead in such advanced industries as nuclear power, water desalination plant, remote controlled coal mining and the hovercraft.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of June 24.*

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Antigua/Barbados/Guyana Free Trade Area Agreement

COPIES OF THE above Agreement (see *Board of Trade Journal*, dated January 14, 1966, page 90) may be seen at the Tariff Section, Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

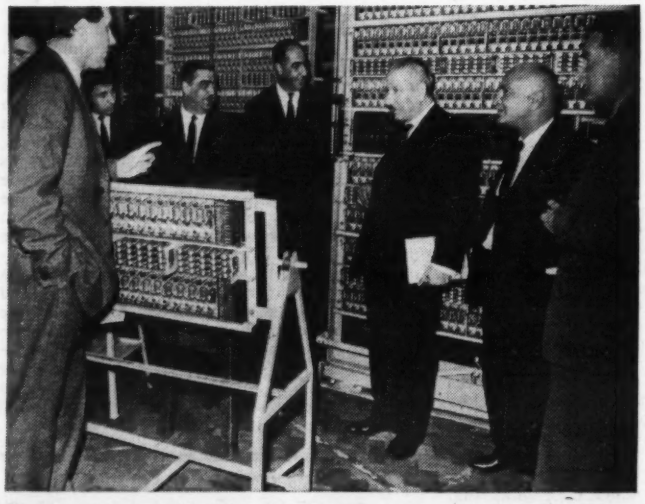
The Agreement is subject to ratification by the Legislatures of the Signatory Territories. To date, the Agreement has not been ratified by Guyana. Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

'Hints to Business Men' booklets

REVISED EDITIONS of the booklets on The Federal Republic of Germany and West Berlin, Mexico, The Netherlands, and Spain have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Thirty-four drums of conveyor belting, each weighing over 9 ton, leave Wolverhampton via British Railways en route for shipment by sea to Jamaica, destined for use in bauxite mines. This shipment is part of an order for 59 belts, manufactured at their Wolverhampton factory by the Goodyear Tyre & Rubber Co. (Great Britain) Ltd., and is one of the largest export belting orders the firm has ever handled. In all, the entire export shipment totals more than 13 miles of conveyor belting. Each belt measures 1,200 ft. in length and stands 12 ft. high on the roll.



Mr. F. Dalqamouni (third from right), Jordan's Minister for Communications, discussing telephone exchange equipment at GEC (Telecommunications) Ltd., of Coventry, England, during a visit to the main works.

Have YOU lost business

because Commercial Officers and Trade Commissioners abroad have not been informed of the names and addresses of your local representatives and were consequently unable to put prospective buyers in touch with them?

This need not happen if you send full details of your agents abroad to:
Export Services Branch, Board of Trade.
Hillgate House, 35, Old Bailey,
London, E.C.4,
or any Regional Office of the
Board of Trade.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433, Telex 25977. Answer back: Bothillgate, Ldn.) Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ARGENTINA

Ministerio de Obras Publicas:

(177/66) Transformer and Power Station. November 22. E.S.B. 34010/66.

(173/66) Generators. October 20. E.S.B. 33172/66.

AUSTRALIA

(176/66) Constructional Project for Australian National University. Closing dates September 28 and October 10. E.S.B. 33726/66.

(176/66) Coreblower (Private Tender) for Chrysler Australia Ltd. Closing date not stated. E.S.B. 33715/66.*

(176/66) Rolling Stock for Commonwealth Railways. November 22. E.S.B. 33485/66.

(176/66) Fixed Tuned Transmitters for Department of Civil Aviation. October 4. E.S.B. 33490/66.*

(172/66) Measuring Machine for Department of Supply. September 29. E.S.B. 32838/66.*

(175/66) Water Valves for Metropolitan Water Sewerage and Drainage Board. October 11. E.S.B. 33460/66.*

Postmaster General's Department, Melbourne:

(172/66) Measuring Equipment. September 29. E.S.B. 32827/66.*

(172/66) Research Laboratory Equipment. September 29. E.S.B. 32822/66.*

(172/66) Bimotional Switch Wiper Parts and Assemblies. September 27. E.S.B. 32836/66.*

(176/66) Thermionic Tubes. October 18. E.S.B. 33486/66.*

Queensland Railways:

(172/66) Hopper Wagons. October 17. E.S.B. 32796/66.

(172/66) Bogies. October 17. E.S.B. 32795/66.

(176/66) Telephone Equipment for Victorian Railways. October 5. E.S.B. 33703/66.

BURMA

Myanma Export Import Corporation:

(173/66) Ampere Meters. September 30. E.S.B. 33122/66.*

(173/66) Tacks and Panel Pins. September 30. E.S.B. 32865/66.*

(173/66) Screws. September 30. E.S.B. 32866/66.*

(173/66) Spares for Pumps. October 1. E.S.B. 32869/66.*

(173/66) Oxygen Plant Spares. October 1. E.S.B. 32870/66.*

(173/66) Acids. October 1. E.S.B. 33101/66.*

(173/66) Chemicals. October 1. E.S.B. 33102/66.*

(173/66) Fuel Additives. October 1. E.S.B. 33103/66.*

(173/66) Casement Fittings. September 30. E.S.B. 32864/66.*

(173/66) Boiler Fittings. October 1. E.S.B. 32871/66.*

(173/66) Gauge Glasses. October 1. E.S.B. 32872/66.*

(173/66) Boiler Fittings. October 1. E.S.B. 32874/66.*

(173/66) Boiler Fittings. October 1. E.S.B. 32875/66.*

(173/66) Ball and Roller Bearings. October 1. E.S.B. 32876/66.*

(173/66) French Chalk. October 1. E.S.B. 32898/66.*

(173/66) Pine Oil. October 1. E.S.B. 32899/66.*

(173/66) Dyes, Transfers etc. October 1. E.S.B. 32900/66.*

(174/66) Electrical Components and Accessories. October 1. E.S.B. 33145/66.*

(174/66) Spare Parts for Control Instruments. October 1. E.S.B. 33146/66.*

(174/66) Spare Parts for Fuel Testing Units. October 1. E.S.B. 33147/66.*

(174/66) Laboratory Supplies. October 1. E.S.B. 33148/66.*

(174/66) Pipes and Specials. (Further Information.) Re-issued for October 3. E.S.B. 14774/66.*

(174/66) Tyres and Tubes. October 1. E.S.B. 33144/66.*

(177/66) Roofing Nails and Screws. October 8. E.S.B. 33798/66.*

(177/66) Radio Crystals. September 30. E.S.B. 33773/66.*

(177/66) Cable and Insulating Materials. September 30. E.S.B. 33785/66.*

(177/66) Rubber Cushions and Hose Pipes. October 26. E.S.B. 33786/66.*

(177/66) Hinges, Locks, etc. October 8. E.S.B. 33797/66.*

(177/66) Petrol Chemicals and Solvents. September 30. E.S.B. 33799/66.*

(173/66) Sodium Silicate for Steel Mill. Insein. September 30. E.S.B. 33115/66.*

CANADA

(175/66) Gate Hoists for Manitoba Hydro. October 3. E.S.B. 33484/66.

CEYLON

(175/66) Marine Engines for Ceylon Fisheries Corporation. September 30. E.S.B. 33462/66.*

(177/66) Vehicles for Ceylon Leather Products Corporation. September 30. E.S.B. 33758/66.

(173/66) Glass Jars for Marketing Department. (Further Information.) Tender documents now available. E.S.B. 31224/66.*

(174/66) Helicopter for Royal Ceylon Airforce. Closing date October 1. E.S.B. 33420/66.*

COLOMBIA

Central Hidroelectrica de Caldas S.A.:

(174/66) Crane. November 10. E.S.B. 33454/66.

(174/66) Structural Material; Electrical Equipment. November 10. E.S.B. 33453/66.

COSTA RICA

Instituto Costarricense de Electricidad:

(173/66) Electrical Equipment. October 6. Tender documents (in Spanish) available. E.S.B. 33126/66.*

(175/66) Batteries. October 4. Tender documents (in Spanish) available. E.S.B. 33487/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(173/66) Lighting Materials. October 15. E.S.B. 33408/66.

(173/66) Nickel Shot. October 17. E.S.B. 33409/66.

(173/66) Steel Liners. October 10. E.S.B. 33407/66.

(173/66) Carbide Tools. October 6. E.S.B. 33406/66.

FORMOSA

Central Trust of China:

(172/66) Imitation Tipping Paper. September 30. E.S.B. 32830/66.*

(173/66) Testing Equipment. September 29. E.S.B. 33149/66.*

(173/66) Air Compressors. October 3. E.S.B. 32833/66.*

(173/66) Pump. October 1. E.S.B. 32834/66.*

(173/66) Calculating Machines; Levelling Staves. September 30. E.S.B. 32835/66.*

(173/66) Motor Starters. October 1. E.S.B. 32828/66.*

(173/66) Steel. September 30. E.S.B. 32829/66.*

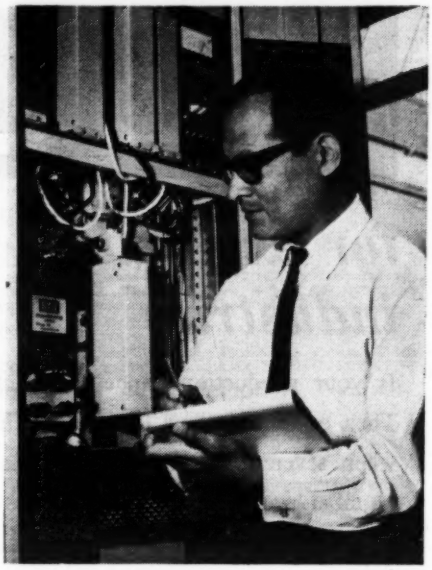
(173/66) Scientific Laboratory Equipment. October 2. E.S.B. 32832/66.*

(173/66) Gas Compressors. September 30. E.S.B. 33110/66.

(174/66) Centrifugal Pump. September 30. E.S.B. 33111/66.*

(176/66) Spring Washers. October 7. E.S.B. 33704/66.*

(176/66) Track Jacks. October 8. E.S.B. 33705/66.*



Snr Alfonso Lopez from Bolivia is studying in Britain as a Confederation of British Industries scholar for two years. He is seen here at the most modern factory of Standard Telephones and Cables Limited in Basildon, Essex, working on microwave radio equipment. Equipment for the long distance transmission of telephone calls, TV pictures and telegraph signals, is made at the factory. Snr Lopez will be working on the development of the country's communications network when he returns to Bolivia.

(176/66) Measuring Equipment. October 6. E.S.B. 33707/66.*

(176/66) Triethanolamine. October 6. E.S.B. 33706/66.*

(176/66) Steel Pipe. September 30. E.S.B. 33710/66.*

(176/66) Forging Hammer. October 7. E.S.B. 33711/66.*

(176/66) Miscellaneous Supplies. October 8. E.S.B. 33712/66.*

(177/66) Miscellaneous Supplies. (Further Information.) September 29. E.S.B. 27822/66.*

(177/66) Carbon Paper Separator. October 7. E.S.B. 33713/66.*

(177/66) Sulphuric Acid Proof Pump. October 7. E.S.B. 33714/66.*

(177/66) Track Bike. October 3. E.S.B. 33732/66.*

(177/66) Laboratory Apparatus. October 7. E.S.B. 33708/66.*

(177/66) Arc Welders. October 8. E.S.B. 33709/66.*

(177/66) Castor Oil. October 3. E.S.B. 33729/66.*

(177/66) Chain, Pipes and Control Equipment. October 3. E.S.B. 33730/66.*

(177/66) Air Compressor. October 5. E.S.B. 33731/66.*

GERMANY (FEDERAL REPUBLIC OF)

Federal Armed Forces:

(173/66) Pullovers. September 29. E.S.B. 33166/66.

(174/66) Stockings. September 28. E.S.B. 33165/66.

INDIA

Beas Purchase Organization:

(174/66) Air-Torbo Lamps. November 7. E.S.B. 32209/66.*

(175/66) Backfill Tamper. November 23. E.S.B. 33468/66.*

(175/66) Roller Bearings. November 9. E.S.B. 33470/66.*

(175/66) Drill Steel Sharpener. November 30. E.S.B. 33465/66.*

(175/66) Crushing and Screening Plant. November 9. E.S.B. 33469/66.*

(175/66) Lathe. November 9. E.S.B. 33471/66.*

(175/66) Radial Chaser Sets. November 10. E.S.B. 33472/66.*

(176/66) Stat File Film. November 15. E.S.B. 33473/66.*

(176/66) Rock Bolting Machines. November 30. E.S.B. 33466/66.*

(176/66) Backfill Tampers. November 23. E.S.B. 33467/66.*

(176/66) Steel Bar Cutting and Bending Machines. November 16. E.S.B. 33464/66.*

(177/66) Circular Saws. (Further Information.) Tender documents now available. E.S.B. 32211/66.*

(*Continued on page* 711)

HULL

for expanding industries

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SKY-FREIGHTER SERVICE

Call your SAS authorised agent or London Regent 0242, Bristol 292139, Birmingham Central 8806, Newcastle 21544, Manchester Deansgate 8431, Glasgow City 5832.

(176/66) Switchboards for Bharat Electronics Ltd. September 30. E.S.B. 33747/66.

Director-General of Supplies and Disposals:

(174/66) Lathe. October 25. E.S.B. 33413/66.*

(174/66) Palladium Wire. October 25. E.S.B. 33414/66.*

(174/66) Pig Lead. October 26. E.S.B. 33415/66.*

(174/66) Disc Insulators for Government of Mysore. September 29. E.S.B. 33189/66.

(174/66) Metals for Heavy Electricals (India) Ltd. October 18. E.S.B. 33412/66.

(175/66) Railway Electrification Equipment for Indian Railways. December 15. E.S.B. 33489/66.

(175/66) Dam and Power House Construction for Koyna Hydro Electric Project. (Further Information.) October 21. E.S.B. 15887/66.

(174/66) Welding Sets for Madras Port Trust. October 4. E.S.B. 33143/66.*

Madras State Electricity Board:

(173/66) Pipes. September 28. E.S.B. 32877/66.

(174/66) Coal Handling Plant. (Further Information.) The equipment is to be of indigenous make only. E.S.B. 32291/66.*

(175/66) Switchgear Cubicles for Mysore Electricity Board. (Further Information.) Tender documents now available. E.S.B. 30437/66.

(177/66) Transformers for UP State Electricity Board. (Further Information.) E.S.B. 31236/66.

IRAN

(175/66) Tent Canvas for Imperial Iranian Land Forces. Correction. (This tender is for Tent Canvas and not Tarpaulin.) E.S.B. 31689/66.*

Iranian State Railways:

(174/66) Drills. (Further Information.) Postponed to November 26. E.S.B. 27897/66.*

(174/66) Railway Sole Plates. (Further Information.) Tender documents now available. E.S.B. 28332/66.*

(174/66) Teletype Ribbons for Ministry of Posts, Telegraphs and Telephones. October 8. E.S.B. 33436/66.

IRAQ

(172/66) Water Supply Scheme for Directorate General of Projects. (Further Information.) Tender documents now available. E.S.B. 31631/66.*

Iraqi Ports Administration:

(174/66) Cable. October 6. E.S.B. 33437/66.

(174/66) Water Fitting Materials. September 29. E.S.B. 33438/66.

(174/66) Gas Cylinders. September 29. E.S.B. 33439/66.

(174/66) Bare Copper Conductor. September 29. E.S.B. 33440/66.

(174/66) Brass Sheets. September 29. E.S.B. 33441/66.

Ministry of Defence:

(172/66) Mosquito Nets. October 11. E.S.B. 32825/66.*

(172/66) Pipe Fittings. October 15. E.S.B. 32826/66.*

(175/66) Medical Supplies. October 25. E.S.B. 33435/66.*

(174/66) Steel Sections for Oil Planning and Construction Administration. October 4. E.S.B. 33442/66.

IRISH REPUBLIC

(172/66) Radio Communication Equipment for Clare County Council. September 30. E.S.B. 32798/66.

Offaly County Council:

(172/66) Sewerage Scheme. October 10. E.S.B. 32800/66.

(172/66) Water Supply Improvement Scheme. October 10. E.S.B. 32799/66.

ITALY

(176/66) Stationery and Stationers' Sundries for Allied Land Forces. September 30. E.S.B. 33480/66.*

KENYA

(177/66) Teleprinters for East African Posts and Telecommunications Administration. (Advance Notice.) Closing date not known. E.S.B. 33791/66.

KOREA

(174/66) Printing Equipment for Office of Supply. October 14. E.S.B. 33430/66.*

KUWAIT

Central Tenders Committee:

(173/66) Paper and Envelopes. October 8. E.S.B. 32853/66.

(173/66) Furniture. October 5. E.S.B. 32854/66.

LEBANON

(174/66) Teleprinters and Transmitters for La Direction Des Adjudications Publiques. September 29. E.S.B. 33429/66.*

Lebanese Ministry of Public Works:

(177/66) Paper. September 30. E.S.B. 33764/66.

(177/66) Excavator. October 17. E.S.B. 33765/66.

LIBYA

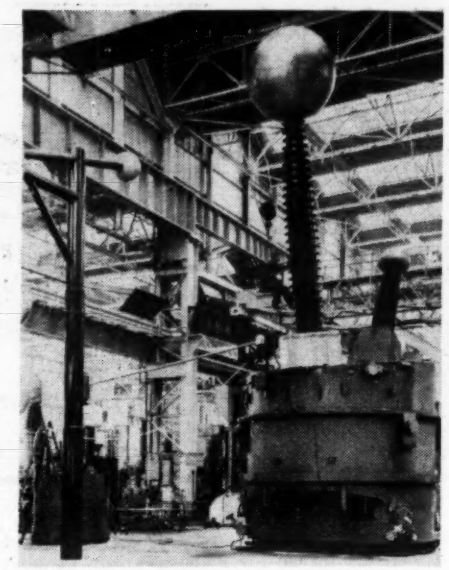
(176/66) Wooden Poles and Cotton Rags for Electricity Corporation of Tripolitania. September 28. E.S.B. 33734/66.

(174/66) Maintenance of Broadcasting Equipment for Ministry of Finance. October 3. E.S.B. 33177/66.

Public Works Department:

(174/66) Hospital Construction. October 31. E.S.B. 33173/66.

(174/66) Construction of Hospital. October 31. E.S.B. 33174/66.



Shown being prepared for final tests at the Hollinwood works of Ferranti Ltd. is a 170 MVA, single-phase, 700/286/11.9 kV auto-transformer for the Quebec Hydro-Electric Commission. This unit has now been despatched to Canada, and two similar units will follow shortly. When connected to form a 510 MVA three-phase bank, they will have the greatest throughput rating of any 700 kV transformers manufactured in Britain.

MALAYSIA

(172/66) Water Meters for Director of Public Works. October 6. E.S.B. 32797/66.*

(172/66) Hospital Beds; Generator Sets for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 32721/66.*

MALAWI

(174/66) Antibiotics and Antibiotic Preparations for Government Medical Stores. October 7. E.S.B. 32850/66.*

(173/66) Laboratory Equipment for Medical Buying Board. (Further Information.) E.S.B. 32282/66.

MALTA

The Treasury:

(172/66) Pyjamas. October 5. E.S.B. 32816/66.*

(172/66) Brooms. October 5. E.S.B. 32818/66.*

(172/66) Drugs. October 5. E.S.B. 32820/66.

(172/66) Napkins. October 5. E.S.B. 32821/66.

(172/66) Counterpanes. October 5. E.S.B. 32819/66.*

(172/66) Kettles and Jugs. October 5. E.S.B. 32849/66.*

(172/66) Bedside Lockers. October 5. E.S.B. 32817/66.*

(176/66) Injections. October 12. E.S.B. 33482/66.*

(176/66) Pipes and Fittings. October 12. E.S.B. 33483/66.*

(177/66) Blankets. October 5. E.S.B. 33751/66.*

(177/66) Switchboards and Power Units. October 5. E.S.B. 33752/66.*

(177/66) Refuse Collection Vehicles. October 5. E.S.B. 33753/66.*

(176/66) Refrigerators. October 12. E.S.B. 33481/66.*

MOZAMBIQUE

Ports, Railways and Transport Department:

(174/66) Electric Scales. November 11. E.S.B. 33180/66.

(174/66) Building Project. October 17. E.S.B. 33157/66.

NEW ZEALAND

Auckland Electric Power Board:

(172/66) Cable and Accessories. October 28. E.S.B. 32815/66.*

(172/66) Cable. October 28. E.S.B. 32814/66.*

(177/66) Resistors for Auckland Harbour Board. November 1. E.S.B. 33749/66.*

(174/66) Circuit Breakers for Central Waikato Electric Power Board. October 10. E.S.B. 33448/66.*

(176/66) Electrical Equipment for Dunedin City Council. (Further Information.) Re-issued for October 28. E.S.B. 26514/66.*

(172/66) Cash Registers for General Post Office, Wellington. September 28. E.S.B. 32867/66.*

(174/66) Steel Bridge Spans for New Zealand Railways. October 3. E.S.B. 33184/66.

NIGERIA

Electricity Corporation of Nigeria:

(173/66) Cable. September 30. E.S.B. 33171/66.

(174/66) Aluminium Conductors. September 30. E.S.B. 33170/66.

(175/66) High Voltage Cables. September 30. E.S.B. 33423/66.

(175/66) Low Voltage Cables. September 30. E.S.B. 33169/66.

(177/66) Diesel Generating Set for Ministry of Works and Housing October 8. E.S.B. 33770/66.

PAKISTAN

(172/66) Hospital Equipment for Director of Supply. September 29. E.S.B. 32839/66.*

(176/66) Foodgrain Storage Project for East Pakistan Food Department. (Pre-Qualification.) November 1. E.S.B. 33479/66.

(173/66) Permanent Way Materials for East Pakistan Railway Board. (Further Information.) Closing date postponed to September 30. E.S.B. 25629/66.*

PANAMA

(172/66) Canal Widening Project for Panama Canal Company. (Advance Information.) E.S.B. 32812/66.*

PHILIPPINES (REPUBLIC OF)

National Power Corporation:

(172/66) Airbreak Switches. September 28. E.S.B. 33105/66.*

(173/66) Sub-Station Equipment. September 30. E.S.B. 33106/66.*

(174/66) Transformers. (Further Information.) Closing date postponed to September 30. E.S.B. 27584/66.*

SINGAPORE

Ministry of Health:

(174/66) X-ray Films. September 30. E.S.B. 33444/66.*

(175/66) Medical Gases. September 30. E.S.B. 33455/66.*

(174/66) Pumping and Auxiliary Plant for Public Utilities Board. (Further Information.) E.S.B. 26566/66.

SOUTH AFRICA

(174/66) Hollow Ware for Cape Provincial Tender Board. October 7. E.S.B. 33417/66.*

Corporation of City of Durban:

(173/66) Trolley Buses. November 25. E.S.B. 32887/66.*

(176/66) Motor Tractor Units. September 30. E.S.B. 33717/66.*

(177/66) Trailer Tankers. September 30. E.S.B. 33718/66.*

Natal Provincial Tender Board:

(172/66) Radio Telephone System. October 19. E.S.B. 32840/66.*

(176/66) Debate Recording Service. October 5. E.S.B. 33716/66.*

(176/66) Scow End Tip Bodies. September 28. E.S.B. 33496/66.*

(176/66) Rotary Mower. September 28. E.S.B. 33497/66.*

(176/66) Surgical Dressings. September 28. E.S.B. 33743/66.*

(176/66) Platform Bodies. September 28. E.S.B. 33495/66.*

(176/66) Tipping Bodies. September 28. E.S.B. 33494/66.*

(176/66) Surgical Supplies. September 28. E.S.B. 33701/66.*

(176/66) Platform Bodies. September 28. E.S.B. 33492/66.*

(176/66) Water Sprinkler Tanks and Pumps. September 28. E.S.B. 33493/66.*

(176/66) Centrifugal Pumps. September 28. E.S.B. 33500/66.*

(177/66) Drag Spreaders. September 28. E.S.B. 33499/66.*

(177/66) Drugs. October 5. E.S.B. 33744/66.*

(177/66) Passenger Vans. September 28. E.S.B. 33498/66.*

(177/66) Magnetic Data Storage and Reproducing System. October 5. E.S.B. 33702/66.*

State Tender Board:

(173/66) Radio Receivers. October 17. E.S.B. 32892/66.*

(173/66) Communications Equipment. October 17. E.S.B. 32891/66.*

(173/66) Transformers. September 28. E.S.B. 32897/66.*

(173/66) Stereo Comparator. September 29. E.S.B. 32893/66.*

(173/66) Printing Equipment etc. September 28. E.S.B. 32894/66.*

(174/66) Copper Tube. September 29. E.S.B. 33434/66.*

(174/66) Pharmaceuticals. September 28. E.S.B. 33431/66.*

(174/66) Slide Rules. September 28. E.S.B. 33433/66.*

SPAIN

(172/66) Construction and Exploitation of Toll Motorways for Ministerio de Obras Publicas. (Further Information.) Tender documents now available. E.S.B. 32740/66.*

SUDAN

(174/66) Water Works Extension for Central Electricity and Water Corporation. November 15. E.S.B. 33192/66.

Sudan Railways:

(176/66) Diesel Fuel Pump Test Stand. October 12. E.S.B. 33491/66.*

(174/66) Tea. (Further Information.) E.S.B. 32778/66.*

SYRIAN ARAB REPUBLIC

(172/66) Airport Control Equipment for Director General for Construction. November 1. E.S.B. 33016/66.
(174/66) Gas Oil for General Petroleum Authority. October 1. E.S.B. 33193/66.*
(177/66) Navigational Aids for Ministry of Defence. November 1. E.S.B. 33756/66.*

THAILAND

(173/66) Blankets for Quartermaster-Generals Department. September 28. E.S.B. 33196/66.
(176/66) Office Printing and Photographic Equipment for The Royal Irrigation Department, Samsen. October 5. E.S.B. 33474/66.*
State Railway of Thailand:
(173/66) Spring Steel Bars. October 10. E.S.B. 33402/66.
(177/66) Air-conditioned Saloon. November 29. E.S.B. 34035/66.
(174/66) Aluminium Foil for Thailand Tobacco Monopoly. September 29. E.S.B. 33401/66.*
(175/66) Automatic Telephone Exchange for Yanhee Electricity Authority. September 30. E.S.B. 33475/66.

TRINIDAD AND TOBAGO

Ministry of Health:
(176/66) Laundry Trucks. September 30. E.S.B. 33761/66.
(177/66) Textiles. September 30. E.S.B. 33767/66.
(177/66) Laundry Flake Soap. September 30. E.S.B. 33762/66.

TUNISIA

Directeur de la Pharmacie Centrale:
(174/66) Chemicals and Pharmaceutical Products. October 30. E.S.B. 33421/66.*
(175/66) Packing and Wrapping Materials. October 20. Tender documents (in French) available. E.S.B. 33450/66.*

TURKEY

State Hydraulic Works:
(177/66) Meteorological Equipment. September 30. E.S.B. 33778/66.*
(177/66) Wheel Trencher. September 29. E.S.B. 33777/66.*
(177/66) Loaders. September 28. E.S.B. 33776/66.*
(172/66) Installation of Radio Telephone Equipment (NATO) for the Turkish Authorities. Apply by October 27. G.D. 2181/66.
(174/66) Transformer Switchyard Station for Turkish Cement Industries Corporation. October 1. E.S.B. 33132/66.*

URUGUAY

State Electricity Board:
(174/66) Cable. October 14. E.S.B. 33140/66.
(174/66) Cable. October 21. E.S.B. 33158/66.
State Oil and Alcohol Monopoly:
(174/66) Baling Machine. October 11. E.S.B. 33160/66.
(174/66) Section and Sheet Iron. October 13. E.S.B. 33161/66.
(174/66) Fertilizer Plant for State Petroleum Board. December 13. Tender documents (in Spanish) available. E.S.B. 33138/66.*
(174/66) Filter Tubes and Accessories for State Water Works. September 29. E.S.B. 33153/66.
(174/66) Lamps for Uruguayan Bank of the Republic. October 17. E.S.B. 33152/66.

VIETNAM

Central Purchasing Authority:
(172/66) Coolers. September 21. E.S.B. 32801/66.*
(174/66) Diesel Generator Unit. September 30. E.S.B. 33418/66.*

ZAMBIA

(173/66) Laboratory Equipment for Central Supply and Tender Board. September 30. E.S.B. 33151/66.
(173/66) Biscuits for Ministry of Defence. October 7. E.S.B. 32888/66.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of overseas inquiries for British products, agencies, export opportunities, market surveys, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433. Telex 25977. Answer back: Bothillgate, Ldn.).

Copies of those issues, which contain further details of the following items, can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

The number in brackets indicates the Bulletin in which the inquiry appeared. This number, the country and commodity should be quoted in all inquiries. (Telephone inquiries to City 5757, Ext. 427).

Austria
(173/66) Agency inquiry for clothing; household linen. E.S.B. 22713/66.

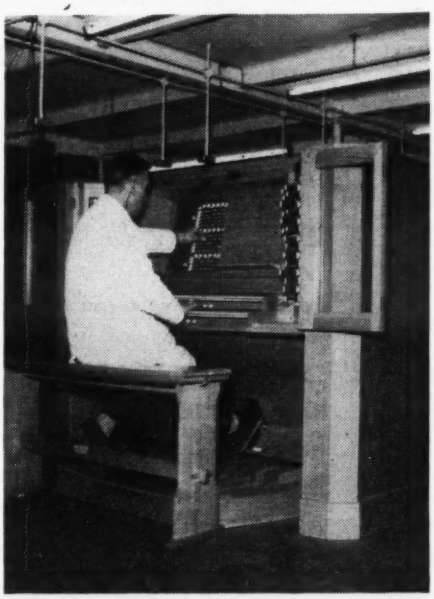
Australia
(175/66) Inquiry for gas detection instruments. E.S.B. 33064/66.

Barbados
(175/66) Agency inquiry for Scotch whisky. E.S.B. 33217/66.

Bolivia
(173/66) Inquiry for clothing; suitings. E.S.B. 33032/66.
(175/66) Inquiry for curtain material; curtain reels. E.S.B. 33226/66.

Brazil
(177/66) Inquiry for agricultural machinery, fishing goods; record players; tools; wire. E.S.B. 33503/66.

Canada
(172/66) Inquiry for fishing tackle; guns; sportswear. E.S.B. 32987/66.
(174/66) Inquiry for hospital equipment. E.S.B. 33202/66.
(175/66) Inquiry for hospital equipment and supplies. E.S.B. 28761/66.



An engineer at the Watford factory of Livingston Organs Ltd. checks a large electronic church organ before shipment to Australia. Fully transistorized and costing a fraction of a comparable traditional instrument, these instruments are finding a growing market overseas where they are able to stand extremes of climate more readily than traditional pipe organs.

(175/66) Manufacture under licence – bulk liquid systems; process equipment. E.S.B. 32039/66.
(176/66) Inquiry for chinaware; fibreglass; fishing tackle; hand mincers; tape; tools and tool boxes; tube. E.S.B. 33301/66.
(176/66) Inquiry for semi-porcelain ware. E.S.B. 33575/66.
(177/66) Inquiry for dress fabrics; haberdashery. E.S.B. 33801/66.

Denmark
(176/66) Agency inquiry for packaging and processing machinery, equipment and materials. E.S.B. 33370/66.
(172/66) Inquiry for lamps. E.S.B. 26776/66.
(176/66) Inquiry for electric motors. E.S.B. 33365/66.
(176/66) Inquiry for graphic arts industry equipment. E.S.B. 33594/66.

France
(176/66) Agency inquiry for contractors plant; factory plant; spreading equipment. E.S.B. 33398/66.
(175/66) Inquiry for electronic and horological components and equipment; precision engineering products E.S.B. 33269/66.

Germany, Federal Republic of
(173/66) Agency inquiry for automotive spares and accessories. E.S.B. 33077/66.
(176/66) Agency inquiry for preceision assembly machines. E.S.B. 33329/66.
(175/66) Inquiry for suit materials. E.S.B. 33504/66.
(176/66) Inquiry for disc harrows and ploughs. E.S.B. 33533/66.
(176/66) Inquiry for knitwear. E.S.B. 33555/66.
(177/66) Inquiry for leather. E.S.B. 33542/66.

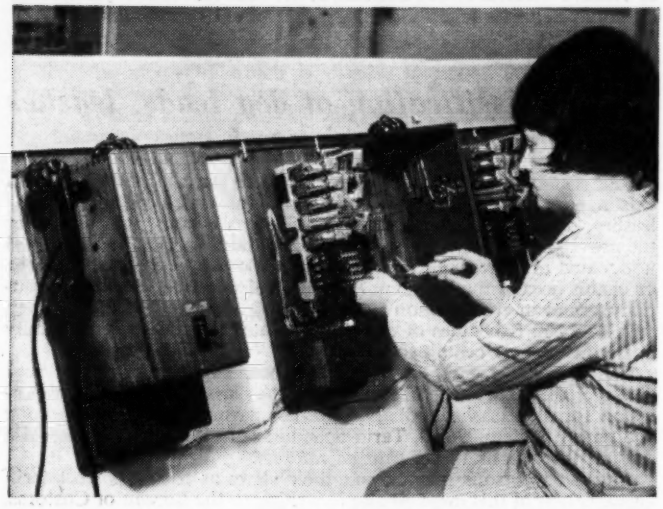
Hong Kong
(174/66) Inquiry for heating elements. E.S.B. 29130/66.

India
(175/66) Industrial Development. E.S.B. 33264/66.
(177/66) Inquiry for blender dryer; leucoplast rolls; perspex sheets. E.S.B. 32084/66.

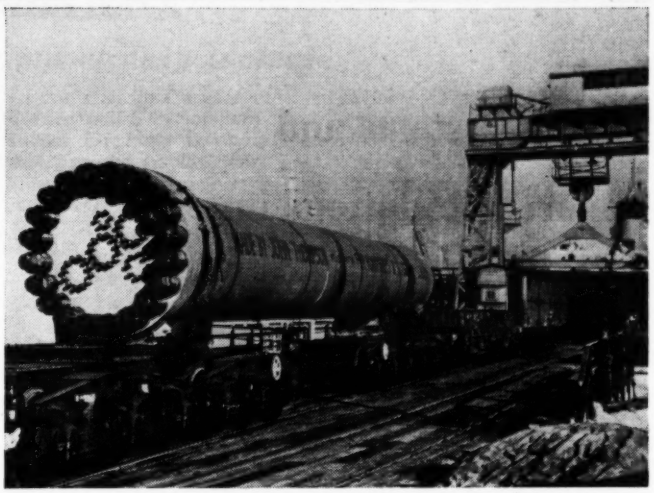
Iran
(177/66) Agency inquiry for electric irons; household ware. E.S.B. 33552/66.

Iraq
(173/66) Inquiry for chemicals; dye-stuffs. E.S.B. 32941/66.
(173/66) Inquiry for wallpaper – further information. E.S.B. 30898/66.
(176/66) Inquiry in respect of mineral exploitation contracts. E.S.B. 24500/66.
(177/66) Inquiry in respect of government tender business. E.S.B. 33330/66.

Israel
(176/66) Agency inquiry for air compressors. E.S.B. 33535/66.
(176/66) Agency inquiry for automotive spare parts and accessories. E.S.B. 26361/66.
(176/66) Agency inquiry for plastic making machinery; tools and accessories for the plastic industry. E.S.B. 33258/66.
(175/66) Inquiry for sparking plugs. E.S.B. 17401/66.
(177/66) Manufacture under licence – cosmetics; perfumes. E.S.B. 33675/66.



Assembling and testing selective dialling telephone sets for export at GEC Electronics, Coventry. These sets, designed for a single telephone circuit, are used extensively on railway systems. The company say the order which they are currently carrying out for Nigerian Railways brings the number of sets supplied by GEC for use on this railway to 400.



The heaviest ever single piece of engineering equipment to be carried on a British Rail train ferry vessel being shipped at Harwich en route from Wolverhampton to Schwedt, East Germany. This 141 *ton steel ammonia converter was manufactured by Messrs John Thompson & Co., to the order of Humphrey and Glasgow Ltd., London, international contractors and main contractor for the* £3,750,000 *Schwedt fertilizer plant.*

Italy
(173/66) Agency inquiry for knitting wools; sports goods; textiles. E.S.B. 32928/66.
(176/66) Agency inquiry for electrical goods and accessories. E.S.B. 33364/66.
(173/66) Inquiry for chemicals. E.S.B. 33203/66.
(173/66) Inquiry for electro-medical apparatus. E.S.B. 33204/66.

Jamaica
(173/66) Agency inquiry for calendars. E.S.B. 32968/66.
(174/66) Inquiry for building components and systems. E.S.B. 33242/66.
(177/66) Inquiry in respect of gas water heaters. E.S.B. 33377/66.

Japan
(177/66) Inquiry for herring roes. E.S.B. 33689/66.
(177/66) Inquiry in respect of industrial equipment. E.S.B. 32920/66.

Jordan
(174/66) Inquiry for TV antennae boosters and wires. E.S.B. 33031/66.

Kenya
(173/66) Agency inquiry for clothing; dress material; fatty acids; hardware; toys. E.S.B. 33054/66.
(173/66) Inquiry for dresses; textile piece-goods. E.S.B. 33042/66.
(177/66) Inquiry for flax canvas. E.S.B. 33386/66.

Kuwait
(172/66) Agency inquiry for refrigerators. E.S.B. 7593/66.

Lebanon
(173/66) Agency inquiry for cleaning materials; domestic appliances; foodstuffs; polishes; talcum powder; wax paper. E.S.B. 33053/66.

Luxembourg
(175/66) Inquiry for fishing equipment. E.S.B. 33046/66.

Morocco/U.A.R. (Egypt)
(174/66) Trade Agreement. C.R.E. 2437/G.

Netherlands
(176/66) Inquiry for automotive accessories; industrial articles. E.S.B. 33395/65.

New Zealand
(175/66) Inquiry for electric motors; transformers; welding dynamos. E.S.B. 33252/66.

Nigeria
(177/66) Inquiry for plan printing and photo-copying machines. E.S.B. 32630/66.

Norway
(174/66) Inquiry for consumer goods. E.S.B. 28203/66.

Pakistan
(176/66) Inquiry for canning machinery. E.S.B. 33334/66.
(177/66) Inquiry for pharmaceutical plant; pharmaceutical products – further information. E.S.B. 13235/66.

Saudi Arabia
(172/66) Inquiry for diesel engines. E.S.B. 33080/66.

Singapore
(177/66) Agency inquiry for plumbing fixtures and fittings; rivets. E.S.B. 33688/66.

South Africa
(177/66) Manufacture under licence – profile cutting machinery; switchgear. E.S.B. 32955/66.

Spain
(174/66) International Congress of Horology – further information. E.S.B. 31520/65.

Sudan
(173/66) Inquiry for water treatment plant; water pipe lines. E.S.B. 33021/66.

Sweden
(172/66) Agency inquiry for burglar and fire alarms. E.S.B. 33081/66.
(175/66) Agency inquiry for metal ingots and semi-products. E.S.B. 32471/66.
(173/66) Inquiry for wines and spirits. E.S.B. 31188/66.

Switzerland
(172/66) Agency inquiry for household ware; textiles. E.S.B. 33004/66.
(173/66) Agency inquiry for clothing. E.S.B. 33052/66.
(173/66) Agency inquiry for sterilizing equipment. E.S.B. 33206/66.
(177/66) Agency inquiry for chemical technical products; cosmetics; foods and food specialities; detergents; non-detergent products; toiletries. E.S.B. 33396/66.
(177/66) Agency inquiry for clothing fabrics and lining materials. E.S.B. 33588/66.
(177/66) Inquiry for supermarket goods. E.S.B. 33802/66.

Syrian Arab Republic
(154/66) Inquiry for muslin. CORRECTION – material required is now described as voile not muslin. E.S.B. 29739/66.

Tunisia/Japan
(173/66) Trade Agreement. C.R.E. 7877/G.

Uganda
(172/66) Agency inquiry for electric iron elements. E.S.B. 33076/66.
(173/66) Inquiry for cycle wheel rims. E.S.B. 33020/66.
(175/66) Inquiry for steel pipe making machinery and raw materials; wire making machinery and raw materials. E.S.B. 33371/66.

United States of America
(175/66) Inquiry for cast iron flanges. E.S.B. 32399/66.
(175/66) National Electronics Conference and Exhibition – Chicago. G.D. 9274/G.
(175/66) Inquiry for key rings. E.S.B. 33213/66.
(175/66) Inquiry for radio and television products. E.S.B. 32997/66.
(177/66) Inquiry for maleic anhydride; phthalic anhydride. E.S.B. 33601/66.
(177/66) Inquiry for meters; test equipment; valves. E.S.B. 33214/66.
(177/66) Inquiry for pathology equipment. E.S.B. 33684/66.
(177/66) Manufacture under licence – detergent. E.S.B. 33285/66.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757). It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 583 *of September* 2 *issue.*

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone; ARTHINGTON 2121 • TELEX 55103 • Grams; WHITELEY, POOL-IN-WHARFEDALE

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

UNITED STATES

Labelling of hazardous substances

THE REGULATIONS under the United States Federal Hazardous Substances Labelling Act have been amended to provide a satisfactory warning statement for containers of methyl alcohol-base radiator antifreeze.

The amendment becomes effective on January 1, 1967.

Details of the warning statement can be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 457) to whom inquiries regarding this notice should be addressed.

Standards for seat belts for use in motor vehicles

IN THE *Board of Trade Journal* for June 17, 1966, notice was given of proposed changes in the standards for seat belts for use in motor vehicles. After consideration of comments received the United States Department of Commerce have now published a revision of the current standards. The changes include revisions or additions pertaining to the requirements for hardware and the test procedures for hardware and assembly performance. The strength requirements for attachment hardware are increased and the requirements for corrosion resistance are revised. Additional requirements for buckles are included and also for retractors. Test procedures are included for the new requirements for hardware and some test procedures are revised to clarify the details of test.

The revised standards will become mandatory after February 28, 1967, and until that date will be optional alternatives to the current standards.

A copy of the revised standards can be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397) to whom inquiries regarding this notice should be addressed.

Tariff classification of dog leads, leashes and chains of iron or steel

THERE IS UNDER REVIEW in the United States Bureau of Customs the existing established and uniform practice of classifying dog leads, leashes, dog tie-out chains and choke chains of iron or steel under the provision for chain and chains, . . . all the foregoing of base metal not coated or plated with precious metal: Of iron or steel: . . . chain or chains (except the foregoing) the links of which are of stock essentially round in cross-section . . . under $\frac{9}{16}$ inch in diameter in item 652.24. Tariff Schedules of the United States, as amended, with duty at the rate of 1.7 cents per pound.

The Bureau say that dog leads, leashes, dog tie-out chains and choke chains of iron or steel appear to be classifiable under the provision for dog leashes, collars, muzzles, harnesses, and similar dog equipment in item 790.10, Tariff Schedules of the United States, with duty at the rate of 12 per cent *ad valorem*.

Interested persons may submit their views as to the correct tariff classification of this merchandise in writing to the Bureau of Customs, Washington, DC 20226, not later than September 30, 1966.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).

Entry of antiques

THE UNITED STATES Customs Regulations provide that furniture claimed to be free of duty under items 766.20 or 766.25, Tariff Schedules of the United States, except picture frames, must be entered at the ports of entry in the districts designated. Such shipments not exceeding $250 in value may be entered under informal entries, and the entry of such articles under a passenger's baggage declaration be limited to those which accompany the passenger.

The regulations have now been amended to allow furniture claimed to be free of duty under item 766.20 or 766.25 to be entered for consumption at *any* port of entry within the customs territory of the United States, and for articles accompanying a passenger and entitled to entry under the passenger's declaration and entry, or articles entered under an informal entry on Customs Form 5119 or 5119-A, which are claimed to be free of duty under items 766.20 or 766.25 to be admitted free of duty upon the execution of a declaration on customs Form 3307, provided the passenger or the person filing the informal entry is the owner of the articles and they are for his personal use and not for sale or other commercial use and provided the customs officer concerned is satisfied that the articles are of the requisite age.

The amendments became affective on September 2, 1966.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel Abbey 7877, Ext. 2397.)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

ST. LUCIA

Imports for temporary use

THE ST. LUCIA Customs and Excise Department has issued a notice, the effect of which is, firstly, to debar from duty free entry the following goods when imported for temporary use:

Welding plants, concrete mixers, loaders, excavators, wheelbarrows, trailers, trucks and truck tractors, unless subject in any particular case to exemption from payment of duty under any provision of law other than Section 15 of the Customs Ordinance.

Secondly, any goods permitted to be imported for temporary use for the purpose of engaging in any commercial or construction undertaking, unless specifically exempted in any particular case, shall be subject to payment of a duty of 10 per cent of the full duty in respect of each three months, or part thereof, that the goods remain in the Colony. If, in the opinion of the Collector of Customs, the work undertaken cannot be carried out by a person or firm established and permanently resident in the Colony, the proportion of the duty payable may be 5 per cent in lieu of 10 per cent.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

JAMAICA

Imports for personal use

THE FOLLOWING NOTICE, issued by the Jamaican Trade Administrator, was published in the local press on August 26, 1966.

'Members of the public desirous of importing goods for personal. use from overseas are strongly advised before doing so, to communicate with the Trade Administrator's Department, 148½ East Street, Kingston, or 2 Strand Street, Montego Bay, to ascertain if the goods to be imported require covering authority of an import licence.

2. Importing goods which are subject to specific licensing, without first obtaining the necessary import licence, constitutes a breach of Imports Regulations, and is punishable under Law.'

Note:

It is understood that the above notice is designed to draw attention to the fact that Jamaica's import licensing regulations are all-embracing in coverage. It is apparently particularly directed towards individuals who purchase goods from overseas mail order houses.

Details of Jamaican import licensing requirements may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

PERU

Amendments to import tariff

IT HAS BEEN reported in the Peruvian journal *El Peruano* of July 14 and July 15, 1966, that by two Supreme Resolutions Nos. 623-H and 628-H the following items have been modified:

Item	Description	Tariff Unit	Specific Duty Soles	Additional Duty *ad val.*
73.40.2.04	Buckles for strapping for bales	KB	2·00	30%
82.01.0.01	Spades, with straight cutting edges, of forged steel	KB	3·00	30%
82.01.0.06	Spades and shovels, except those in heading 82.01.0.01, with handle	KB	20·00	30%
82.01.0.07	The same as above, but without handle	KB	40·00	30%

BRAZIL

Transfer from special to general category of imports

NOTICE WAS GIVEN in the *Board of Trade Journal* on July 22 of Customs Policy Council Resolution No. 417 which increased the rate of duty on a number of items. It should also be noted that at the same time these items were transferred from the special to the general category of imports.

VENEZUELA

Import duty increase

HM EMBASSY in Caracas report that the Venezuelan Ministries of Finance and Development have issued a resolution No. 3236 of August 22, 1966, increasing the import duties on travel goods, handbags and similar items.

Tariff No.	Description	Duty in Bolivars
831-02	Travel goods, except those of basketwork	
831-01-01-1	Trunks, suitcases or valises or hat-boxes of hide, sole leather or imitation	20·00 per kilo gross weight
831-01-01-8	Of other fibres – n.e.s. pure: (A) Suppressed. (B) Suppressed. (C) Suppressed.	32·00
831-01-01-10	Of other material – n.e.s.	16·00
831-01-02-1	Kitbags, knapsacks, shopping and travelling bags, etc., of hide or its imitation	20·00
831-01-02-2	Of sole leather	12·00
831-01-02-7	Of pure cotton: (A) In canvas	24·00
	(B) Unspecified	20·00
831-01-02-9	Of other textile fibres – n.e.s. pure	8·00
831-01-02-11	Cases lined	12·00
831-01-02-19	Of other materials – n.e.s.	8·00
831-01-03-1	Portfolio and travelling kits, picnic bags	4·00
831-01-03-2	Toilet dressing and travelling cases	12·00
831-01-03-3	Of sole leather, hide or its imitations (including unfinished or in cut lengths)	50·00
831-02-01-3	Handbags, wallets, purses, etc., unspecified	60·00
841-19-01-6	Belts of leather or hide or its imitation	40·00
841-19-01-8	Belts of imitation or hide	30·00
841-19-01-9	Belts of plastic materials	10·00
841-19-01-10	Belts of materials – n.e.s.	18·00
841-19-01-11	Safety belts	Free
841-19-01-12	Suppressed	

This resolution comes into force 22 days after the date of publication (August 22), i.e., September 14.

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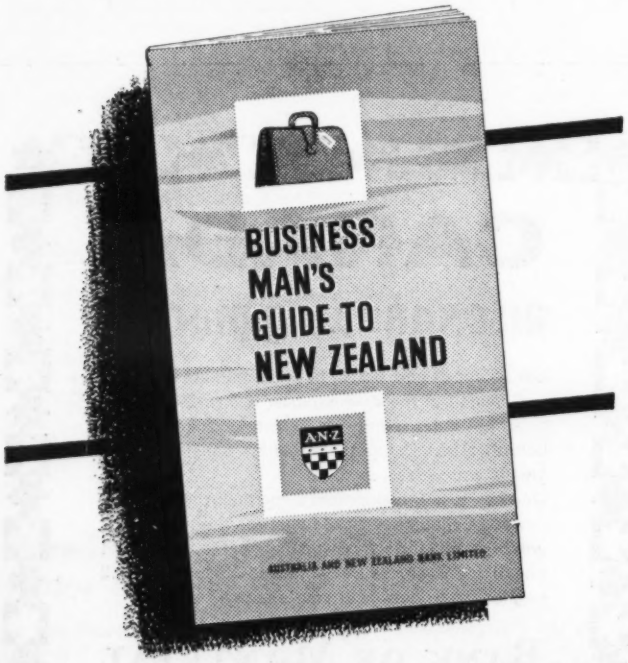

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CHILE

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated.

Section	Group	Item	Tax/Deposit
XI	62	Motors with gearbox attached	Dep. 10,000%
XII	66	Complete buses, minimum 40 passenger capacity	Dep. 10,000%
		Complete taxibuses maximum cargo capacity 2,500 kg. with maximum distance of 3,404 mm. between axles	Dep. 10,000%
		Pieces and parts for the assembly of bus chassis in the country, when imported from LAFTA sources under Decree No. 507 (1966) of the Ministry of Economy	Dep. 10,000%
		Pieces and parts for the assembly of lorry chassis in the country, when imported from LAFTA sources under Decree No. 507 (1966) of the Ministry of Economy	Dep. 10,000%
		Pieces and parts of vehicles for taxi services	Dep. 10,000%
		Basic materials for making electronic receiving valves and cathode ray tubes; all sub-items	13

NEW ZEALAND

Customs tariff inquiry

IT WAS ANNOUNCED in the *Board of Trade Journal*, August 19, 1966, page 502, that the New Zealand Tariff and Development Board propose to inquire into and report on the rates of import duty which should be imposed and the import licensing position as affecting certain types of bonded fibre fabrics.

Considering the nature of the materials involved, the Board has now announced that it will receive evidence at the inquiry in respect of any other materials with a micro-porous structure which may be used as substitutes for leather but which may be classified elsewhere in the Tariff, e.g.:

Group 581 – Plastic materials, regenerated cellulose, artificial resins.

Items 655.431. 1-9 – Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other man-made plastic materials.

Group 893 – Articles of man-made plastic materials, n.e.i.

To enable preparation of evidence under the above Tariff classifications the public inquiry which was to have commenced on Tuesday, October 18, 1966, will now commence at 10.30 a.m. on Tuesday, November 22, 1966, in Wellington. Typewritten statements of evidence (12 copies) should be lodged with Mr. P. A. T. Abraham, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, November 8, 1966.

The British Man-Made Fibres Federation, the Cotton Board and the British Plastics Federation have been informed, and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 1634/66.

Certificates of value and origin

IT WAS ANNOUNCED in the *Board of Trade Journal*, September 9, 1966 (page 660) that the New Zealand Customs Regulations 1959, Amendment No. 4, made changes in the Preferential Tariff and Intermediate Tariff Certificates of Value and Origin (Forms 57 and 59 respectively), but provision was made to permit the use of the old forms until September 30, 1966. The New Zealand Ministry of Customs has now decided to extend the period during which the old forms may be used until March 31, 1967.

Inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Paper, as follows: For use otherwise than in the manufacture of toilet paper, facial tissue, paper serviettes, towelling, hairdressers' rolls and waxed paper or as wrapping paper, under security. In sheets, the length of any side not to exceed 80 inches, having a F.O.B. price not less than $334 per ton, that is shipped to Australia on or before December 31, 1966	48.01.11	Free
Paper and paperboard, as follows: Having a substance not exceeding 27 grammes per square metre, for use in the manufacture of carbon paper, under security	48.01.12	Free
Paper, as follows: For use otherwise than in the manufacture of waxed paper, toilet paper, facial tissue, paper serviettes, towelling and hairdressers rolls or as wrapping paper, under security	48.05.11	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Paper, as follows: For use as wrapping paper, under security; In sheets, the length of any side not to exceed 80 inches; the By-law still applies to these goods provided they are in direct transit to Australia on August 18, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on August 18, 1966, and are entered for home consumption on or before September 16, 1966	48.01.910	$52 per ton
Paper and paperboard, as follows: Having a substance not exceeding 27 grammes per square metre, for use in the manufacture of waxed paper, under security; the By-law still applies to these goods provided they are in direct transit to Australia on August 18, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on August 18, 1966, and are entered for home consumption on or before September 16, 1966	48.01.921 48.01.929	$56.33 per ton 40%, less $4 per ton
Papers, as follows: For use in the manufacture of waxed paper or as a wrapping paper, under security; In sheets, the length of any side not to exceed 80 inches; the By-law still applies to these goods provided they are in direct transit to Australia on August 18, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on August 18, 1966, and are entered for home consumption on or before September 16, 1966	48.05.910	$52 per ton

Tariff Board Inquiries

THE AUSTRALIAN Minister of Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of

(1) Penicillins and streptomycin and salts of and preparations containing penicillin and streptomycin (Tariff Items 29.44, 30.03.3 and 30.03.4).

(2) High tension ignition coils (motor vehicles), 6-volt or 12-volt starting motors for internal combustion engines, 6-volt or 12-volt generators, motor vehicle type and automatic voltage regulators and distributors for internal combustion engines (Tariff Items 84.06.11, (Note 6 to chapter 84), 87.01.11, 87.02.11, 87.03.91, 87.04.9 or 87.06.919 (Note 5 to chapter 87) or 90.28.911, 85.08.21, 85.08.31, 85.08.61 or 85.08.7).

These references are of Departmental origin.

Details of the above-mentioned tariff items are obtainable from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian

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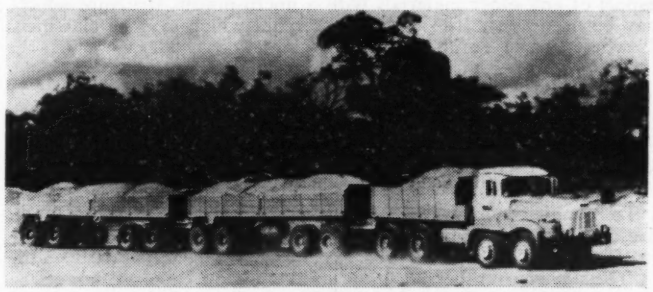
AUSTRALIA, *continued*

authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **October 3.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference numbers (1) CRE 1769/66 and (2) 1768/66.

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Products consisting of wood veneer and paper, which have been impregnated with artificial plastic materials and bonded together under heat and pressure so as to become an homogeneous sheet, are to be classified as falling within sub-item 39.01.3 or 39.02.4 depending upon composition. The wood content of these products is regarded as having lost its identity and the essential character of the goods is considered to be given by the artificial plastic material. 'Prewood' and like products classified as falling within sub-item 44.14.9 in accordance with the note in Tariff Notes page 128-2 will be admitted under such sub-item, provided they are on firm order as at August 9, 1966, and are entered for home consumption on or before December 9, 1966.	39.01.3 39.02.4	Various
Plastic floor coverings backed with textile	59.10	25%
Plastic floor coverings backed with paper	48.12	Various
Turntable mechanisms	92.11	Various



To meet the axle loadings required in Western Australia, Leyland Motor Corporation of Australia (Pty) Ltd., recently converted a Scammell 6 x 4 Contractor to an eight-wheeler twin-steer vehicle. Operated by DFD Rhodes (Pty) Ltd., for hauling iron ore from the mines to processing centres.

MALAYSIA

Import quotas for cars and commercial vehicles

THE MALAYSIAN Ministry of Commerce and Industry has announced that import quotas for the following items into the States of Malaya, including Penang Island, for the current quota period from August 24, 1966, until February 23, 1967, are as shown:

Tariff Code No.	Description	Quota
732.101 732.102	Motor cars, new and old	110% on average imports for 1964/65
732.201 732.202 732.301 732.302	Commercial Vehicles (trucks, vans and buses)	80% on average imports for 1964/65

A notice announcing the imposition of import licensing on motor vehicles appeared in the *Board of Trade Journal* on March 4, 1966, page 521.

CONGO REPUBLIC (BRAZZAVILLE)

Global quotas 1966/67

ACCORDING TO press reports, it has been announced in Brazzaville, Congo Republic, that the following quotas have been opened for the import of goods for the period June 1, 1966, to May 31, 1967:

Description	Quota values in thousands of French francs
Dairy produce	1,801.8
Beers	550
Ordinary and sparkling wines	1,300
Other alcoholic beverages	1,775.5
Miscellaneous food products	7,266.2
Manufactured tobacco	338.2
Other miscellaneous products	1,246.3
Pharmaceuticals	242
Plastics materials	90.7
Soaps, waxes, photographic and cinematographic products, chemical products	364.6
Printed fabrics	1,450
Printing costs for fabrics	644.4
Non-printed fabrics, blankets	2,383
Jute bags and sacks	1,290
Hosiery and knitted goods	1,651
Tools, cutlery and various metal products	1,936
Refrigerators, sewing machines, typewriters, etc., electrical apparatus	1,888
Utility vehicles – less than three tons	3,000
more than three tons	750
Cycles and motor cycles	363
Miscellaneous	2,400

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

These two tankers, now in service with the Sudanese Ministry of Works, are Guy Warrior 13 ft. 9 in. wheelbase six-wheelers. They are fitted with AV 470 engines and double worm drive. Each has an Eagle 2,000-gallon water tank with rear-mounted spray bar which can be folded down to give a width of 14 feet.

GHANA

Debt rescheduling

IN A NOTICE in the *Board of Trade Journal* dated June 10, 1966 (page 1284), exporters were invited to inform the Board of Trade of any contracts concluded before February 24, 1966, with Ghana for which medium term supplier credits had been granted and which were not covered by Export Credits Guarantee Department insurance. Payments under these contracts will be subject to re-scheduling to be arranged shortly in discussion with the Ghana Government, and any firm having such a contract which has not already provided details to the Board of Trade should do so

(*Continued on next page*)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every atttempt is made therefore to group countries by continents as far as possible.

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GHANA, *continued*

without delay. Details should be given of the nature of the contract, the terms of repayment and the amounts still outstanding, and letters should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2253), quoting reference number CRE 16893/G.

Four new Badalex machines, which automatically coil and mount the two filaments of stop-tail car lamps, undergoing tests before despatch to the United States for the Westinghouse Electric Corporation. This is a repeat order for the manufacturers, the Bader Machinery Co. Ltd., Weybridge, and the machines were so urgently required that the customer specified shipment by air.

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TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish Import list published in the *Board of Trade Journal* on August 5, 1966 (pages 364-373).

Global Import Quotas

Page No.	Serial No.	Tariff Statis No.	
368	192	70.03	Amend description to read: 'Only rods and tubes of glass; of 18 mm. through 30 mm. outside diameter'.
372	391	Miscellaneous	Amend description to read: 'Only import goods required for the assembly of trucks, light trucks, minibuses, field transport cars and trailer tractors with 5th wheels (restricted to those makes and models which, in accordance with the provisions of Chapter III, Article 1 of the Assembly Industries Regulations have been licensed for manufacture in Turkey)'.
			NEW QUOTAS
	456	Miscellaneous (Assembly Industry)	Only materials for bus chassis fabrication work. (Only for makes and types to be permitted by the Ministry of Industry) – Industrial quota of $300,000.
	457	Miscellaneous (Manufacturing Industry)	Only materials required for bus body manufacture and fabrication. (Subject to the permission of the Ministry of Industry) – Industrial quota of $25,000.
			Note: These two quotas, amounting to $325,000, are met by the reduction of $150,000 from Quota Serial No. 414, $50,000 from No. 415, $75,000 from No. 418 and $50,000 from No. 419.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

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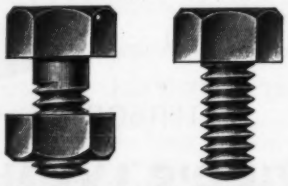

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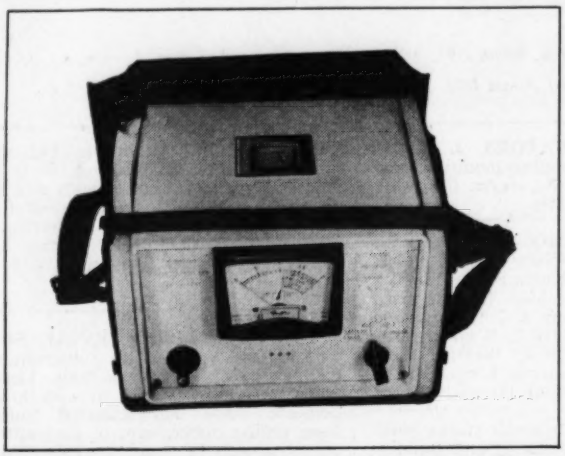

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Index to statistics published regularly in the Board of Trade Journal

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Balance of payments (Q)	15 July 1966
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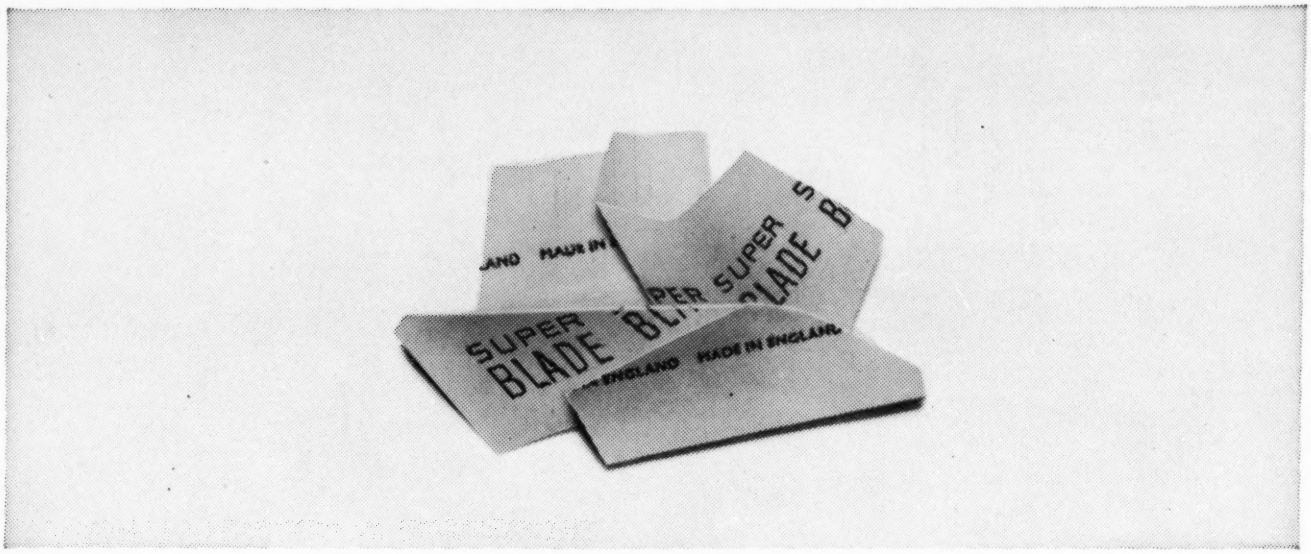

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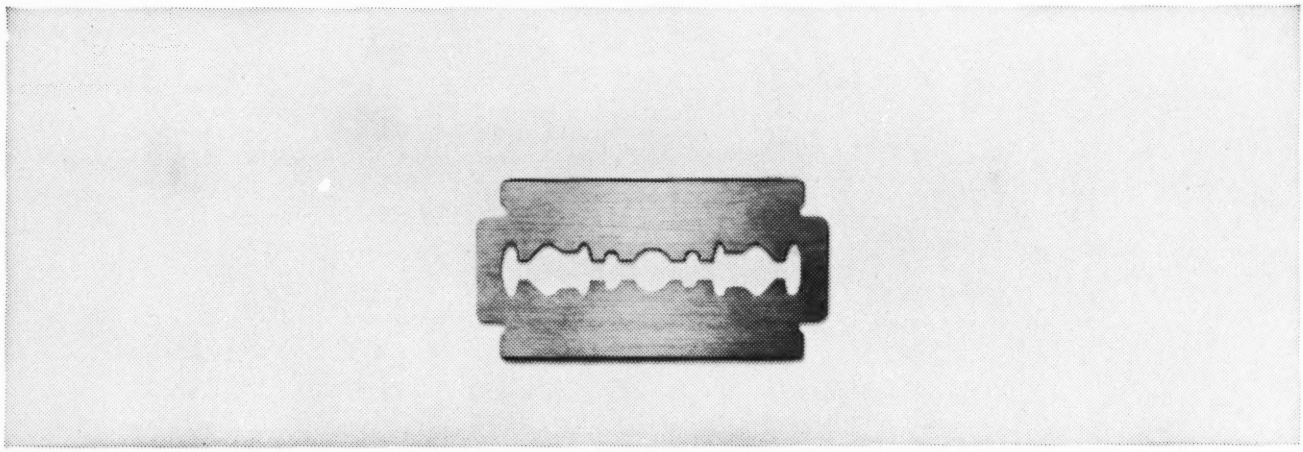

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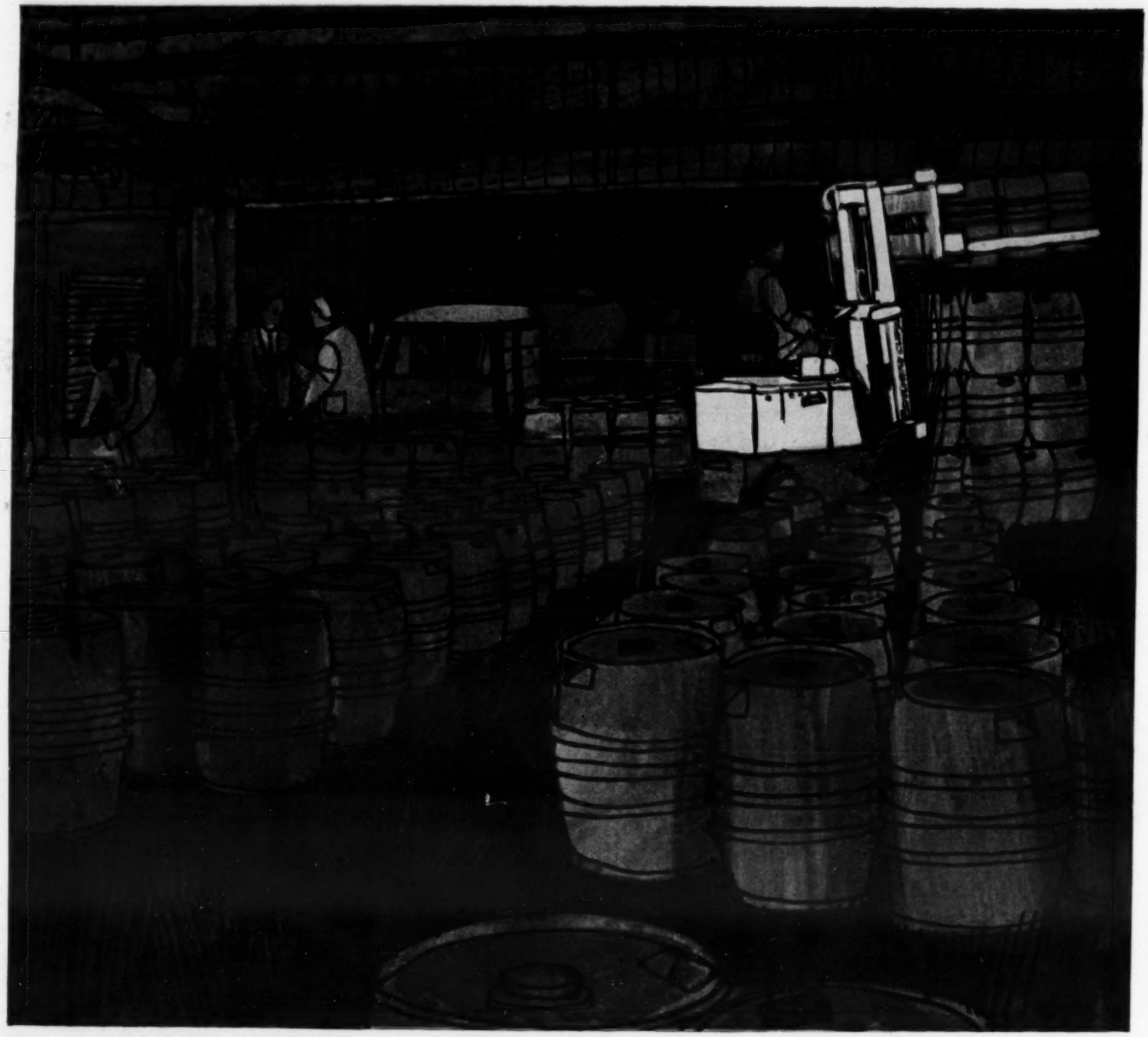

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